

Industry Canada

Industrie Canada

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Industry Sector Access Guide

2000

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A Message from the Assistant Deputy Minister

Welcome to the year 2000 edition of the Industry Sector Access Guide.

This directory is a resource for Industry Sector clients in Canadian businesses, professional and industry associations, private sector institutions and all levels of government and academia. It has been designed to help you identify the Industry Sector contact for each of the industrial sectors of the Canadian economy and for your particular business needs.

The Industry Sector provides leadership and support to Canadian businesses by helping Canada's industrial sectors become more innovative and internationally competitive. The sector does this by working with clients and partners to meet Industry Canada's five strategic objectives — innovation, connectedness, marketplace, investment and trade. We develop and deliver policies and strategies designed to promote the international competitiveness of Canadian industry, and we provide timely and relevant information based on sectoral analysis and international benchmarking.

I hope you find this guide useful, and I welcome your suggestions and comments. Please direct your ideas to Sylvie Cossette at (613) 941-0751 or via E-mail at cossette.sylvie@ic.gc.ca

Thank you for using the *Industry Sector* Access Guide.

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John M. Banigan



Notes • Numbers

Industry Sector Access Guide

| | THE INDUSTRY SECTOR | |
|-----|--|----|
| | Overview | 2 |
| | Office of the Assistant Deputy Minister | 2 |
| | Organization Chart | 3 |
| | SECTOR BRANCHES | |
| | Aerospace and Defence Branch | 6 |
| | Automotive and Transportation Branch | 8 |
| | Environmental Affairs Branch | 10 |
| | Forest, Metal and Building Products Branch | 13 |
| | Industrial and Consumer Products Branch | 15 |
| | Life Sciences Branch | 1/ |
| | Service Industries and Capital Projects Branch | |
| | | |
| | Coordination and Management Services Branch | |
| | Regional Offices | 29 |
| | International Trade Centres | 33 |
| 63) | ASSOCIATED GROUPS | |
| | Canadian Biotechnology Secretariat | |
| | Information and Communications Technologies Branch | |
| | International Business Opportunities Centre | 38 |
| | Investment Partnerships Canada | |
| | Technology Partnerships Canada | 40 |
| | Women's Bureau | 42 |
| | PRODUCTS AND SERVICES | |
| | Industry Sector Products and Services | 44 |
| | Industry Canada Products and Services | 47 |
| | Industry Sector Products and Services Index | 49 |
| | STAFF INDEX | 70 |
| | | |

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Industry Sector

The Industry Sector

Overview

The Industry Sector contributes to Industry Canada's mandate by helping Canadian industry and businesses compete, grow and create jobs in the knowledge-based economy.

The Industry Sector works in partnership with Canadian industries, their associations and other stakeholders to make businesses more productive and competitive at home and abroad. It offers a broad range of services, leading-edge information resources, and sector policies and strategies that also support stronger business growth.

The Industry Sector works to:

- · identify new markets and opportunities for business
- increase the number of exporting firms and markets for Canadian goods and services
- promote the use of electronic commerce for competitive advantage
- encourage innovative practices and technology diffusion among Canadian industries
- · develop initiatives to maximize Canada's share of global trade and investment

Through Industry Sector's Business Information by Sector Web site, Canadian businesses can connect to information products, business tools and analyses that focus on their particular sector. For more information on Industry Sector's products, visit the Business Information by Sector area on *Strategis*, Industry Canada's on-line business information source, at http://strategis.ic.gc.ca/bis

In addition to this Access Guide, which provides information about the Industry Sector, *Industry Canada: Making a Difference* gives information on the department's priorities for 1999–2000. It can be viewed electronically at http://info.ic.gc.ca/epublications

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Sector Branches

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Overview

Trade

The Aerospace and Defence Branch seeks to increase industry participation in international projects and opportunities, following the strategic directions developed for the Canadian International Business Strategy. The branch's business strategy features the following elements:

- establishing strong links between Canadian supply and global demand for aerospace and defence products and services
- working in conjunction with the Department of Foreign Affairs and International Trade to provide domestic advice to exporting firms
- ensuring fair market access opportunities for Canadian firms

Innovation

The branch launches and supports strategic initiatives such as the Technology Roadmap exercise. This forum allows the private and public sectors to exchange information and, as a result, identify technologies and skills that specific industries will need to meet the market demands of the future. Related activities include the following:

- developing private and public sector technology networks and supporting new initiatives such as electronic commerce
- providing input to the government's innovation policy agenda
- providing strategic technology advice to Technology Partnerships Canada
- improving the competitiveness of small and medium-sized enterprises in the sector

Investment

Using investment strategies, the branch:

- provides information and advice to increase international awareness of Canada as a preferred place to invest
 in the aerospace and defence sector
- identifies new investment and strategic partnering opportunities of potential interest to foreign investors
- prepares tailored intelligence for potential investors
- promotes new investment into Canada through the Industrial and Regional Benefits Program

Our Products

The branch conducts sector and company analysis work, including the following:

- Overview and Prospects Aircraft and Aircraft Parts: a report on the aircraft and aircraft parts sector
 in the Sector Competitiveness Framework series
- Framework for Action: a follow-up to the successful Overview and Prospects
- Overview and Prospects Aerospace and Defence: a report on the aerospace and defence electronics sector

These documents are available at http://strategis.ic.gc.ca/scf

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Automotive and Transportation Branch

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Overview

The mandate of the Automotive and Transportation Branch is to foster the international growth and competitiveness of industry by focusing on surface transportation issues and opportunities, with an emphasis on the automotive sector (including cars, trucks and buses), the rail sector (including rail equipment and urban transit) and related services in both industries.

In the international arena, the branch participates in trade negotiations, trade development and investment promotion. Other key duties of the branch include administering the Auto Pact, contributing to safety and environmental policy analyses, and developing automotive and transportation policy. The branch continues to focus its efforts on human resource issues within the sector, and it also acts as a secretariat for the Minister's Automotive Advisory Committee, which features broad industry representation.

Our Products

- 1998 Automotive Competitiveness Review: a look at the issues surrounding the Canadian automotive industry
- Automotive industry statistics: facts and figures on the industry; also includes information on ordering copies of quarterly, semi-annual or annual statistical publications
- International trade: details on the automotive sector's Canadian International Business Strategy, international trade agreements and the Auto Pact
- Upcoming events: a comprehensive listing of trade show dates in the automotive, bus and trucking, rail and urban transit, and transportation sectors, both at home and abroad
- Associations and organizations: a who's who of the automotive and transportation industry
- Heavy-duty truck manufacturing: information on the big names in manufacturing and assembly, and on truck classifications
- Bus manufacturing: details on the bus industry in Canada
- Railway industries: the inside track on the industry, with information on railway service providers, railway-related associations, railway equipment manufacturing and railroad equipment
- Technology: a listing of Canadian research universities and research and development centres, and details about government assistance programs
- Trucking: the straight goods on carriers and regulations, with information on Canada's private trucking industry and trucking associations

More information on the branch can be found on-line (http://strategis.ic.gc.ca/atb).

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Environmental Affairs Branch

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Overview

The Environmental Affairs Branch provides leadership and support to the private sector. The branch's goal is to accelerate job growth and creation by helping Canadian environmental firms become more competitive domestically and internationally. The regulatory and policy advocacy work the branch does helps ensure that environmental objectives are pursued in a way that promotes innovation and investment in Canada.

Industry Development

- developing competitiveness profiles
- conducting market analyses
- encouraging strategic alliances and fostering partnerships
- coordinating and facilitating workshops
- · compiling trade market reports
- building human resources and skills
- organizing and participating in trade shows and conferences

Sustainable Development

- developing policies and providing advocacy
- negotiating and implementing international agreements
- marketing climate change technologies
- developing climate change policy and strategy
- approving climate change technology early-action measures
- encouraging voluntary approaches to remediation
- promoting the Canadian Environmental Protection Act

International Development

- negotiating and implementing bilateral co-operation agreements
- conducting technology demonstrations
- · organizing and leading trade missions
- building consortia
- fostering international technology exchange
- expanding access to international markets
- providing leadership to Trade Team Canada
- producing the International Project Development Roadmap

Our Products

- Canadian Environmental Solutions: providing solutions to environmental problems (http://strategis.ic.gc.ca/ces)
- Environmental Industry Virtual Office: the environmental industry's premiere information source (http://virtualoffice.ic.gc.ca)
- Canadian Business Environmental Performance Office: where environmental and business strategies meet (http://virtualoffice.ic.gc.ca/bepo)

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Forest, Metal and Building Products Branch

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Overview

The Forest, Metal and Building Products Branch's mission is to lead in the development and delivery of services and products to industry and government to promote sustainable economic growth.

The branch's activities focus on innovation, connectedness, including electronic commerce, promoting Canada as the location of choice for domestic and foreign investment, and trade.

On the innovation front, the branch concentrates on climate change, Technology Roadmaps, and developing and implementing strategies to promote increased value-added in the resource sector.

Through metal and forest products on-line information products, the branch strives to enhance client databases and to produce and distribute new strategic information products to promote connectedness (i.e. Techroute). Concurrently, the branch contributes to an electronic commerce strategy through active promotion of the concept to its client industries.

To encourage increased investment by both Canadian and foreign multinational entreprises, the branch supports sector campaigns and the Deputy Minister Country Champion Program by developing relevant strategies and information products based on competitive intelligence and analysis.

Respecting trade, the branch continues to nurture and strengthen the Building Products Trade Team Canada Sectors (TTCS) and its subsidiary country working groups. It supports the TTCS by delivering information products and services to export-ready companies, and promotes continued market access through participation in international trade organizations.

The branch relies on its ability to form effective partnerships with key stakeholders — other government departments and industry — to promote greater coordination and management of its efforts.

Our Products

Canadian Building Products Directory Site

Canadabuild (http://canadabuild.com) generates new opportunities for Canadian business by providing access to services in four key areas: exporter preparation, market information and intelligence, export counselling and international financing. The Product Finder helps users locate a specific product and the company that produces it. Businesses can register to the Canadian Building Products Directory, which includes listings of export-ready building and renovation products.

Quarterly Reviews

Industry Canada publishes reviews of the prefabricated housing, kitchen cabinet, and window and door industries.

Techroute

Techroute (http://strategis.ic.gc.ca/techroute) provides technology-related information on the metals and minerals sector. This product offers dynamic search capabilities, contains numerous links, and provides contact information for a multitude of Canadian and international experts in the metals and minerals processing industry.

Trade Team Canada Building Products

This group is dedicated to increasing Canada's building products exports, and ensuring that the industry is recognized as a major global player. The group provides information about target markets and intelligence about business opportunities, trade fairs and missions, and matchmaking events (http://forestindustries.com/ttc).

http://strategis.ic.gc.ca/bis

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Industrial and Consumer Products Branch

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Overview

The Industrial and Consumer Products Branch provides business intelligence and strategic information to enterprises in the advanced materials, chemicals, plastics, rubber and consumer products industries (with a focus on textiles, apparel, furniture, sporting goods and recreational products). The branch is involved in trade policy formulation, international negotiations and promotional activities. Through alliances with industry associations and companies, the branch works to ensure that government policy makers address competitiveness and sustainable development issues.

The branch plays an advocacy role on environmental issues and supports human resource initiatives. Furthermore, it helps client industries to expand their domestic and global markets by providing intelligence on sectors and markets, promoting the use of technology and electronic commerce, and advocating for policy decisions that foster greater competitiveness.

Our Products

Market Intelligence Information, Industrial Profiles, Benchmarking Reports

- http://strategis.ic.gc.ca/advancedmaterials
- http://strategis.ic.gc.ca/chemicals
- http://strategis.ic.gc.ca/plastics
- · http://strategis.ic.gc.ca/rubber
- http://strategis.ic.gc.ca/cp

Plastics Newsletter and Advanced Materials Bulletin

These electronic newsletters keep the industry up to date on important issues and opportunities (http://strategis.ic.gc.ca/plastics and http://strategis.ic.gc.ca/advancedmaterials).

Sector Competitiveness Frameworks

These documents are detailed industry profiles that highlight strengths and weaknesses of client industry sectors and identify areas for growth and job creation. They provide a starting point for government-private sector discussions on how to address the challenges and opportunities that face client industries. Frameworks are available for industrial chemicals, plastic products, apparel and household furniture (http://strategis.ic.gc.ca/scf).

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Life Sciences Branch

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Overview

The Life Sciences Branch promotes the growth and responsible development of the life sciences sectors, including the health and biotechnology industries. The branch provides sectoral expertise on pharmaceuticals, medical devices, health services and biotechnology, including bio-pharmaceuticals, bio-agriculture, bio-environmental, bio-forestry, bio-mining and bio-energy.

The branch's primary role is to act as a responsible and reasoned advocate on behalf of industry in both domestic and international fora, such as the Organisation for Economic Co-operation and Development, to further the strategic interests of the Canadian health and biotechnology industries. The branch leads in the formulation of industrial development policies to enhance the international competitiveness of Canadian-based life science industries.

In policy development and analysis, the branch's key role is to improve the business and investment environment, and enhance industrial growth through innovation and technology diffusion, sustainable development and improved trade access. The branch also plays a lead role in commercialization through targeted sectoral strategies under the Canadian Biotechnology Strategy and through strategic advice to the Technology Partnerships Canada program.

The branch uses its analytical work when developing Sector Competitiveness Frameworks and other research documents that provide market intelligence and economic analysis to facilitate sound business and policy decisions both within and outside government.

Branch initiatives include the following:

- advocacy on regulatory issues such as the efficiency of the product regulatory review process and follow-up on the review of Bill C-91 amendments to the Patent Act
- the Biosafety Protocol under the Biodiversity Convention
- trade and investment development strategies and activities, including preparing the health and biotechnology industries section of the Canadian International Business Strategy
- Trade Team Canada for health industries and Trade Team Canada for bio-industries
 to enhance trade performance, and establishing the Life Sciences Investment Round Table to capitalize
 on investment opportunities
- disseminating to industry intelligence on trade, investment, regulation, technology and sectoral contacts through information products on *Strategis*

The branch works in partnership with industry to foster links between private sector networks and key federal and provincial departments and agencies.

Our Products

Life Sciences Investment Strategy

The strategy's objectives are to maintain and expand existing investments, to attract new money to Canada and to increase international awareness of the advantages of investing in Canada.

Medical Imaging Technology Roadmap

Technology Roadmaps (http://strategis.ic.gc.ca/trm) identify technologies critical for industries to meet market needs 5–10 years down the road. The *Medical Imaging Technology Roadmap* will help identify areas of imaging expertise in which Canadian companies can advance their international competitive position.

http://strategis.ic.gc.ca/bis

Publications

The following publications are available in electronic format in the Industry Sector's virtual business library, Business Information by Sector (http://strategis.ic.gc.ca/bis):

- · National Biotechnology Advisory Committee's Sixth Report
- BioTech Times newsletter
- Sector Competitiveness Frameworks: Industrial analyses of sectors with high potential for growth focusing on challenges facing the sectors and on business opportunities at home and abroad. The Frameworks are available for bio-industries, pharmaceuticals and telehealth (http://strategis.ic.gc.ca/scf).

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Manufacturing and Processing Technologies Branch

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Overview

The Manufacturing and Processing Technologies Branch is responsible for advanced manufacturing technologies, electrical and energy equipment and technologies, including nuclear energy, the petroleum refining and oil and gas equipment sectors, and the resource equipment and technologies sectors, including the agriculture, forest, mining, pulp and paper, plastics equipment and machine tool, die and mould industries.

Specific activities of the branch include the following:

- encouraging technological innovation and diffusion within Canadian industry to stimulate growth and create jobs
- enhancing competitiveness and productivity within manufacturing and processing industries in Canada by encouraging companies to adopt electronic data exchange capabilities and the availability of skilled human resources
- increasing industry participation in international projects and opportunities through Trade Team Canada Sectors in the
 electrical power equipment and services, advanced manufacturing technologies sectors and National Trade Teams in
 the oil and gas, agriculture, and ocean technologies sectors

The branch takes a sectoral approach to trade development, planning and delivery through the Trade Teams and focuses on attracting and retaining investment, and promoting technology innovation and the adoption of enabling technologies.

Our Products

Solutions for Advanced Manufacturing (SAM)

This tool (http://strategis.ic.gc.ca/sam) provides advanced manufacturing technology (AMT) information to buyers and companies looking for leading-edge technology solutions to their manufacturing challenges. It showcases products and services offered by Canadian AMT suppliers and promotes nearly 1500 AMT applications that manufacturers have used successfully to improve their competitive positions at home and abroad.

Connectedness in Manufacturing Project

The project is intended to improve awareness and provide guidance to Canadian manufacturers adopting connectedness standards. *Connectedness in Manufacturing: Results of a Survey on Standards Adoption in Canada* (http://strategis.ic.gc.ca/manufacturing_connectedness) reviews the current and planned use of electronic collaboration by more than 400 Canadian manufacturers.

Performance in Manufacturing Project

The project reviews current productivity levels and seeks to encourage manufacturing industries to adopt technology as a means to improve competitiveness.

AMT Trade Team Canada Web Site

The Trade Team Canada Web site for advanced manufacturing technologies (http://exportsource.gc.ca/TTCS.HTM) supports the export promotion activities of Canadian companies by providing information on target markets, business opportunities, trade fairs and missions, and matchmaking events.

Canada and Independent Power Producers Report

This report (http://strategis.ic.gc.ca/SSG/ep01178e.html) resulted from a workshop on the Canadian capability of meeting the needs of independent power producers that was held at the Canadian Embassy in Washington, D.C. on January 26 and 27, 1998.

Electrical Capability Guide

Electrical Power Equipment and Services (last published in January 1998) contains company profiles for the sector, together with key products and services, street and Internet addresses, and telephone and fax numbers (http://strategis.ic.gc.ca/SSG/ep01200e.html).

Electrical Power: A Canadian Specialty The Canadian Electric Power Industry at the Service of Latin America

This report provides an overview of Canada's electric power industry and highlights some of Canada's key capabilities. This product is located at http://napoleon.ic.gc.ca/ttcelectrical (select the language of your choice, then competitive intelligence, followed by general public, and finally other).

The Electric Power Technology Roadmap

This document (http://strategis.ic.gc.ca/trm) features analysis of the technologies that companies need to invest in today to be able to provide the products that will be in demand in the future.

Electric Power Equipment and Services Web Site

Various interface pages (http://strategis.ic.gc.ca/electrical) present information on the electrical power equipment and services sector, including company and product directories for more than 700 Canadian companies, links to related industry, utility and governments sites, climate change and the new Trade Team Canada interactive Web site, a key feature of which is a virtual network of more than 150 individuals.

CD-ROMS for Agriculture Equipment, Services and Technology

This searchable database includes information on Canadian companies involved in the manufacturing and supply of agricultural machinery, services and technology.

CD-ROMs for Oil Sands, Offshore Oil and Gas, and In-field Oil and Gas Equipment Services and Technology

These CD-ROMs provide users of products and equipment for oil and gas with a detailed cross-reference of machinery and services available from Canadian manufacturers.

Guide to Canadian Industries

This guide (http://strategis.ic.gc.ca/gci) provides information on companies, industry contacts, trends, financing, exporting, trade shows and more. Each manufacturing industry contained in the guide is organized according to Statistics Canada's system of industrial classification.

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Overview

The Service Industries and Capital Projects Branch maintains a knowledge base on service industries and industries involved in domestic and international capital projects.

The branch focuses on business, professional, distribution and marketing service industries and on capital projects-related industries, such as consulting engineering, architecture and construction.

The branch helps Canadian service industries increase their competitiveness both at home and abroad by providing intelligence on sectors and markets and by advocating government policy decisions that foster greater competitiveness. Through partnerships, the branch works with the private sector on trade strategies, and with various industry associations to produce information products that meet their members' needs.

Our Products

International Project Development Roadmap

This tool (http://strategis.ic.gc.ca/ipdr) gives Canadian exporters information on how to successfully prepare winning proposals for the development of international capital projects.

Quality Assurance in Services: An ISO 9000 Workbook for Small Professional Service Firms

This practical, straightforward guide (http://strategis.ic.gc.ca/isoworkbook) is designed to help small professional service firms become registered with the world's premier quality assurance program.

Retailing on the Internet: A Guide

This guide (http://strategis.ic.gc.ca/shopping) helps small and medium-sized Canadian retailers make strategic decisions about the Internet. It is a valuable tool for those retailers who are interested in learning what the excitement of the Internet is all about, are considering setting up an Internet presence, or are preparing to launch their second-, third- or fourth-generation Internet site.

Sector Competitiveness Frameworks

These documents (http://strategis.ic.gc.ca/scf) present detailed profiles of various industries, highlighting their strengths and weaknesses as well as potential areas for growth and job creation. Frameworks have been developed for consulting engineering, education and training services, geomatics, management consulting, construction and architecture.

STEPS to Competitiveness

STEPS (http://strategis.ic.gc.ca/steps) contains interactive self-assessment and diagnostic tools geared to the issues and needs of growth-oriented service firms. The product helps these firms expand by showing them what they require to become more competitive.

Take a World View... Export Your Services!

This product (http://strategis.ic.gc.ca/twv) shows service firms how they can expand their business into foreign markets. It provides information on exporting services and export readiness, and helps companies prepare to do business internationally. Businesses in other sectors will also find this product useful.

Technology Diffusion in Services

This report (http://strategis.ic.gc.ca/SSG/sc01639e.html) discusses how and where electronic commerce technologies are used and what factors are delaying the implementation of additional ones, what government initiatives may promote their use, and a number of other related issues. The report also summarizes the findings of a 1996 Statistics Canada survey on how the use of electronic commerce technologies has affected customer service and how satisfied users of these technologies are.

Winning Retail

This self-assessment and instructional on-line guide (http://strategis.ic.gc.ca/winning) provides retailers with a tool with which they can refine their retail business. It is directed at business owners and managers.

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Overview

The Coordination and Management Services Branch (CMS) provides corporate and specialized services to the Assistant Deputy Minister and the other Industry Sector branches. CMS deals with cross-sectoral issues, provides links with other departments and organizations and develops new methods of delivering Industry Sector's products and services for Canadian industries.

Briefings and Strategic Management

- strategic planning and analysis
- research, drafting and editing (briefings and correspondence)
- · parliamentary affairs
- management of sensitive files
- functional advisor support for trade, investment, marketplace and sustainable development, connectedness and innovation, and skills

Coordination, Planning and Program Management

- management of contribution programs
- repayments administration
- policy and economic analysis
- planning and coordination
- emergency preparedness
- · project management of large projects with horizontal impacts

Marketing and Information Services

- strategic marketing, electronic-product management and communications services
- analytical support for information products
- audio-visual and multimedia presentations
- · exhibitions, trade shows, small business info fairs and special events coordination
- · corporate identity and standards advice and development
- human resource development and best practices advice

Finance, Administration and Special Services

- finance
- general administration
- special services

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Associated Groups

Canadian Biotechnology Secretariat

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Overview

The federal government's renewed Canadian Biotechnology Strategy includes a new policy framework, a new broad-based advisory committee, strengthened interdepartmental management, and a 10-point work plan to be developed with interested partners.

The new Canadian Biotechnology Advisory Committee (CBAC) is an independent, expert panel that will advise ministers on the ethical, social, economic, scientific, regulatory, environmental and health aspects of biotechnology. It will also give Canadians a forum in which to voice their views and participate in an open and transparent dialogue on biotechnology issues.

A team of seven ministers (agriculture and agri-food, environment, fisheries and oceans, foreign affairs and international trade, industry, health and natural resources) coordinated by the Minister of Industry, will oversee the strategy and address issues that cut across the mandates of various federal agencies.

A secretariat has been established to support CBAC and the new interdepartmental coordinating structures. The Executive Director reports to the Assistant Deputy Minister, Industry Sector, Industry Canada, and the Assistant Deputy Minister, Health Protection Branch, Health Canada.

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Overview

Although not part of the Industry Sector, the Information and Communications Technologies Branch is included in this guide because of its Industry Sector affiliations. The branch is part of the Spectrum, Information Technologies and Telecommunications Sector.

The branch is committed to improving the competitiveness of the Canadian information and communications technologies (ICT) industries through business analysis, trade, policy advocacy, technology and investment activities. It delivers research and development programs, formulates sector campaigns and is responsible for delivering programs and services under those campaigns.

It develops strategies and implements promotional programs to attract and retain value-added multinational enterprise activities in Canada. In addition, the branch supports industry associations in their work in areas such as quality, standards and international marketing, and promotes strategic alliances for the ICT industry.

The branch promotes Canadian interests in multilateral and bilateral telecommunications trade development and assists Canadian information and communications industries in assessing export markets and foreign technology. It leads the federal presence on CANARIE (Canadian Network for the Advancement of Research, Industry and Education) and develops initiatives to promote Internet service providers and electronic commerce in Canada. A major activity for the branch is developing information products and services to improve access by SMEs to market intelligence. These products and services include market studies, a clearinghouse on networking initiatives, profiles on company capabilities, a database on financing options and sources, industry surveys and statistics, all published on *Strategis*.

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International Business Opportunities Centre

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Overview

Industry Canada and the Department of Foreign Affairs and International Trade established the International Business Opportunities Centre in Ottawa to match business leads provided by trade commissioners abroad with business interests of Canadian companies, particularly small and medium-sized enterprises. The centre uses electronic databases and engages a broad network of contacts in Industry Sector branches, other government departments and private industry to identify potential suppliers of products and services to foreign markets.

Since its establishment in September 1995, the centre has contacted more than 25 000 Canadian companies in direct response to more than 12 000 business leads from around the world. Centre staff provide Canadian businesses with timely and accurate information about opportunities in foreign markets by contacting potential suppliers by telephone and discussing specific opportunities in detail.

Companies that are interested in, and capable of, meeting a requirement are referred to either the trade commissioner who generated the lead or directly to the foreign buyer.

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Investment Partnerships Canada

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Overview

Investment Partnerships Canada (IPC), a joint venture between Industry Canada and the Department of Foreign Affairs and International Trade, undertakes research and analysis to target investment prospects, and develops and manages investment campaigns directed at selected multinational enterprises in key strategic sectors.

IPC also provides one-stop servicing of the investment interests of client companies and other major investors. IPC acts as the federal government's focal point in partnership ventures with sector branches, other departments and posts abroad.

For more information, please call our general inquiries number at (613) 941-3356.



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Technology Partnerships Canada

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Overview

Technology Partnerships Canada (TPC), a special operating agency, works in partnership with the private sector. TPC invests in the research, development and innovation of environmental technologies, enabling technologies and aerospace and defence industries (including defence conversion). Industry Sector supplies TPC with ongoing analytical support by evaluating business cases that are submitted for investment consideration.

For more information, please call our general inquiries number at (613) 954-0870 or 1-800-266-7531.



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Women's Bureau

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Overview

The Women's Bureau provides research, development, delivery, evaluation, communication, secretarial and coordination support to the Action Committee on Women's Issues, which is co-chaired by the Assistant Deputy Minister, Spectrum, Information Technologies and Telecommunications, and the Corporate Secretary.

The bureau works closely with other departmental units to improve the work environment and help employees balance their work and personal life. The bureau also facilitates career development for women in areas in which they are clearly underrepresented, and helps support staff (80 percent of whom are women) make the transition to a professional career.

For More Information

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Director

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Products and Services

Industry Sector Products and Services

Canadian industry is known worldwide for its commitment to excellence. The Industry Sector contributes to this reputation by providing Canadian industrial sectors with innovative information products and services to help them build their competitive edge.

Following are summaries of the Industry Sector's latest offerings. In most cases, direct access or more information is available electronically through our virtual business library, Business Information by Sector (http://strategis.ic.gc.ca/bis).

Canadian Building Products Directory

Canadabuild (http://canadabuild.com) generates new opportunities for Canadian business by providing access to services in four key areas: exporter preparation, market information and intelligence, export counselling and international financing. The Product Finder helps users locate a specific product and the company that produces it. Businesses can register to the Canadian Building Products Directory, which includes listings of export-ready building and renovation products.

Canadian Business Environmental Performance Office

This office (http://virtualoffice.ic.gc.ca/bepo) is a one-stop centre for information and services for all Canadian industries to help improve their environmental performance, and is a public-private sector partnership involving more than 30 organizations.

Canadian Environmental Solutions

This product (http://strategis.ic.gc.ca/ces) provides solutions to environmental problems, currently addressing those related to water, air, soil, research and development, and energy.

Canadian International Business Strategies

Government and industry jointly develop these sector-specific strategies (http://strategis.ic.gc.ca/sc_mrkti/ibin/engdoc/1b1.html) to capture global trade opportunities. Each strategy describes a trade plan and a supporting set of events and activities

Dynamic Sector Directories

A new way to publish sector directories on *Strategis*. Using newly developed tools, these directories are dynamically generated on sector home pages using company-provided data from the Canadian Companies Capabilities database on *Strategis*. Companies can register and update from the sector home pages and these changes are automatically reflected on the dynamic directories. To access all of the available directories, including the dynamic on-line directories, go to **http://strategis.ic.gc.ca/cdncc**

Environmental Industry Virtual Office

The Virtual Office (http://virtualoffice.ic.gc.ca) is a unique partnership among all levels of government, industry, academia and associations. It promotes the growth and development of the environmental industry by providing quick, easy and integrated access to major providers or sources of information, and services and advice on human resources, research and development, domestic and international markets and investment and financing.

Guide to Canadian Industries

This guide (http://strategis.ic.gc.ca/gci) provides information on companies, industry contacts, trends, financing, exporting, trade shows and more. Each manufacturing industry contained in the guide is organized according to Statistics Canada's System of Industrial Classification.

International Project Development Roadmap

This tool (http://strategis.ic.gc.ca/ipdr) gives Canadian exporters information on how to successfully prepare winning proposals for the development of international capital projects.

Investment in Canada

Canada continues to provide excellent economic fundamentals, easy access to markets and a cost-competitive business environment, and is an excellent place for businesses to invest, prosper and grow. The *Investment in Canada* guide provides valuable information on the Canadian investment climate. For more information, go to http://strategis.ic.gc.ca/bis and select Investment in Canada from the list of strategic information guides.

Net Gain

This on-line resource (http://strategis.ic.gc.ca/netgain) is designed to help Canadian firms increase their understanding of the latest Internet applications, practices and issues. Subject areas include effective site design, a primer on electronic commerce, Internet best practices, competitive research, on-line marketing and integration with other business functions.

Quality Assurance in Services: An ISO 9000 Workbook for Small Professional Service Firms

This practical, straightforward guide (http://strategis.ic.gc.ca/isoworkbook) is designed to help small professional service firms become registered with the world's premier guality assurance program.

Retailing on the Internet: A Guide

This guide (http://strategis.ic.gc.ca/shopping) helps small and medium-sized Canadian retailers make strategic decisions about the Internet. It is a valuable tool for those retailers who are interested in learning what the excitement of the Internet is all about, are considering setting up an Internet presence, or are preparing to launch their second-, third- or fourth-generation Internet site.

Sector Competitiveness Frameworks

These documents (http://strategis.ic.gc.ca/scf) present detailed profiles of various industries, highlighting their strengths and weaknesses as well as potential areas for growth and job creation. Frameworks have been developed in the following areas:

- advanced manufacturing technologies
- aerospace and defence electronics
- · aircraft and aircraft parts
- · apparel
- architecture
- · automotive
- bio-industries
- · bus manufacturing
- computer equipment
- construction
- · consulting engineering
- · education and training services
- · electric power equipment and services
- environmental industry

- · forest products
- geomatics
- · household furniture
- · industrial chemicals
- · management consulting
- · petroleum products
- pharmaceuticals
- plastic products
- primary steel
- rail and guided urban transit equipment
- software and computer equipment
- · telehealth industry
- · third-party logistics

Solutions for Advanced Manufacturing

This tool (http://strategis.ic.gc.ca/sam) provides advanced manufacturing technology (AMT) information to buyers and companies looking for leading-edge technology solutions to their manufacturing challenges. It showcases products and services offered by Canadian AMT suppliers and promotes nearly 1500 AMT applications that manufacturers have used successfully to improve their competitive positions at home and abroad.

STEPS to Competitiveness

STEPS (http://strategis.ic.gc.ca/steps) contains interactive self-assessment and diagnostic tools geared to the issues and needs of growth-oriented service firms. The product helps these firms expand by showing them what they require to become more competitive.

Take a World View... Export Your Services!

This product (http://strategis.ic.gc.ca/twv) shows service firms how they can expand their business into foreign markets. It provides information on exporting services and export readiness, and helps companies prepare to do business internationally. Businesses in other sectors will also find this product useful.

Technology Diffusion in Services

This report (http://strategis.ic.gc.ca/SSG/sc01639e.html) discusses how and where electronic commerce technologies are used and what factors are delaying the implementation of additional ones, what government initiatives may promote their use, and a number of other related issues. The report also summarizes the findings of a 1996 Statistics Canada survey on how the use of electronic commerce technologies has affected customer service and how satisfied users of these technologies are.

Technology Roadmaps

Through Technology Roadmaps (http://strategis.ic.gc.ca/trm), Industry Canada facilitates private sector exercises to identify the technologies that companies need to invest in today to meet future market demands. Industry Sector has developed Technology Roadmaps for the following Canadian industry sectors: aircraft design, manufacturing, repair and overhaul, forest operations, geomatics and wood-based panel products. Additional Technology Roadmaps are under development.

Techroute

Techroute (http://strategis.ic.gc.ca/techroute) provides technology-related information on the metals and minerals sector. This product offers dynamic search capabilities, contains numerous links, and provides contact information for a multitude of Canadian and international experts in the metals and minerals processing industry.

Trade Team Canada Sectors

Through a wide range of information and services, Trade Team Canada partners provide companies with the support they need to succeed in global markets. Services and activities include information about target markets, business opportunities, trade fairs and missions, and matchmaking events. The following industry sectors participate in the Trade Team Canada initiative (http://exportsource.gc.ca/TTCS.htm):

- · advanced manufacturing technologies
- · aerospace and defence
- agriculture, food and beverages
- · automotive
- · bio-industries
- building products

- electric power equipment and services
- environmental industries
- · health industries
- information technologies and telecommunications
- plastics
- · service industries and capital projects

Winning Retail

This self-assessment and instructional on-line guide (http://strategis.ic.gc.ca/winning) provides retailers with a tool with which they can refine their retail business. It is directed at business owners and managers.

Industry Canada Products and Services

The following is an overview of selected Industry Canada products and services available on Strategis (http://strategis.ic.gc.ca).

Community Access Program

This program (http://cap.ic.gc.ca) helps communities in Canada's rural and remote areas obtain affordable public access to the Internet and acquire the skills to use it effectively. The goal is to foster economic, social and cultural growth in Canada.

Canadian Business Map

The Canadian Business Map (http://strategis.ic.gc.ca/bizmap) provides quick and seamless access to international, national, provincial, territorial and municipal business information, and describes the Canadian economy as information-rich, export-oriented and receptive to new technologies.

Canada Business Service Centres

The centres (http://cbsc.org) offer products and services tailored to meet the needs of clients to ensure they get accurate and comprehensive business information. The centres reduce the complexity of dealing with various levels of government by providing one point of contact to a wide range of government services, programs and regulations.

Canadian Company Capabilities

This on-line database (http://strategis.ic.gc.ca/cdncc) profiles tens of thousands of Canadian companies. Registration is easy and it's free. People around the world use Canadian Company Capabilities to locate Canadian supply sources, potential business partners, clients, joint venture projects and more.

Consumer Connection

Consumer Connection (http://strategis.ic.gc.ca/OCA) provides Canadians with advice, support and accurate consumer business information on service charges, credit card costs, and product recalls and fraud.

CONTACT!

CONTACT! (http://strategis.ic.gc.ca/contact) is a forum in which Canadian small businesses and their support organizations can meet, learn from each other, develop business opportunities, and connect and form partnerships with individuals who otherwise would be outside of their network.

ExportSource

ExportSource (http://exportsource.gc.ca) is an on-line resource for export information that is useful to both export-ready and new-to-exporting Canadian businesses. It provides information on foreign markets, trade statistics, export financing, the logistics of delivery, trade shows, export missions and sources of assistance.

Interactive Business Planner

The planner (http://www.cbsc.org/ibp) uses the capabilities of the Internet to help new and existing entrepreneurs prepare a three-year business plan. This interactive product shows what to include in a business plan, how to gather and collect the information required, and also helps business people write their plan.

Quality Management for Associations: A Practical Guide to ISO 9000

Created in partnership with associations, other government departments and quality experts, this guide (www.associationplace.com/iso) is specifically designed to help associations benefit from applying quality management standards. It shows how associations can adopt elements of the ISO 9000 quality management system to improve productivity and service to members.

Services 2000

This site (http://strategis.ic.gc.ca/services2000) helps Canadian businesses export and deliver their services around the world. It contains information on numerous international trading agreements and has an assortment of tools to assist service exporters.

Small Business Financial Service Charges Calculator

The calculator (http://strategis.ic.gc.ca/calculator) is part of a tool kit Industry Canada developed for small businesses. Users work through an interactive questionnaire to develop their individual profile, which the system then uses to determine the cost of maintaining an account with 52 different financial service providers.

Small Business Info Fairs

The Government of Canada Info-Fairs (http://business-infofairs.ic.gc.ca) showcase a range of government products and services available to small and medium-sized enterprises (SMEs). The events include a by-invitation conference, an information fair open to the public and seminars that focus on a variety of SME issues.

Sources of Financing

Sources of Financing (http://strategis.ic.gc.ca/sources) offers financial information for SMEs and provides diversified resources to help build their financing knowledge. This product enables SMEs to gain access to objective information on appropriate public and private sector sources of debt and equity financing.

Steps to Growth Capital

This product (http://strategis.ic.gc.ca/growth) is a valuable resource for Canadian businesses that aspire to become "investor ready" and attract outside investors with growth capital.

Task Force on Electronic Commerce

The task force (http://e-com.ic.gc.ca) coordinates the development of the national electronic commerce strategy, and examines both domestic and international aspects of electronic commerce.

Your Guide to Government of Canada Services and Support for Small Business 1998-1999

The federal government has made providing information one of the cornerstones of its efforts to assist Canadian SMEs. The guide (http://strategis.ic.gc.ca/SSG/mi02983e.html) is one of the most useful sources of information on government programs and services for small business.

Industry Sector Products and Services Index

| - 4 | m. | |
|-----|----------|---|
| | A | ١ |

| Abrasives | John Szabo | (613) 957-1242 |
|--|---|--|
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| ASEAN – Environmental Technologies, Memorandum of Understanding | John Beveridge | (604) 666-1416 |
| Asia–Pacific Economic Cooperation (APEC) – Automotive and Transportation Branch | Susan Liu | (613) 954-3762 |
| Asphalt machinery | Christopher Morris | (613) 957-9530 |
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| Atlantic Sectoral Intelligence Quarterly – Environmental Affairs Branch | Anne Thompson | (902) 426-9306 |
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| Automotive and Transportation Branch – briefing notes | Douglas Simmons | (613) 941-5873 |
| В | | |
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| Boilers | Gerald Wright | (613) 952-6416 |
| BRAVO (Biotechnology Regulatory Assistance Virtual Office) Web site | Fred Fiksel | (613) 954-5098 |
| Brazil – Environmental Technologies, Memorandum of Understanding | Heather Schoemaker | (613) 954-3434 |
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C

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|---|---|--|
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| Canadabuild.com | Sarah Dionne | (613) 952-6416 |
| Canadabuild.com Building Products Directory | Ken Montgomery | (613) 954-3035 |
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| Canada-Israel Free Trade Agreement - Automotive and Transportation Branch | Darlene M. Delaney | (613) 954-3436 |
| Canada-Mexico Environmental Memorandum of Understanding | Paul Vaillancourt | (613) 954-3393 |
| Canada-Poland Environmental Memorandum of Understanding | Paul Vaillancourt | (613) 941-0886 |
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| China – environmental technologies, Memorandum of Understanding | Derek Yue | (416) 973-5159 |
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| Clean production technology – Environmental Affairs Branch | Tanya Laing | (604) 666-1419 |
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D

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| E | | |
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| Eco-industrial parks and networks – Environmental Affairs Branch | Philip Fleming | (613) 954-3014 |
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|---|--|
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| urniture, office, residential and institutional (Montréal) Raymond Malo | (514) 283-3970 |
| urnaces and ovens – industrial Christopher Morris | (613) 957-9530 |
| ur Joan C. Baker | (613) 954-3263 |
| uel cells Doug Kinsey | (604) 666-1415 |
| uel cell industry – Automotive and Transportation Branch Christopher G. Curtis | (416) 973-5034 |
| Kathie Wells Christopher C. Curtie | (613) 954-8336 |
| reight transportation policies Joanne Ritchie | (613) 954-3441 |
| reight forwarders Guy Pineault | (613) 954-2962 |
| Automotive and Transportation Branch Marc Angers | (613) 954-3436 |
| ree Trade Area of the Americas/Mercusor – | (0.0) 004 0090 |
| ree Trade Agreement – North American Free Trade Agreement – Automotive and Transportation Branch Darlene M. Delaney | (613) 954-3393 |
| ree Trade Agreement – Free Trade Area of the Americas – Automotive and Transportation Branch Marc Angers | (613) 954-3436 |
| ree Trade Agreement – European Free Trade Agreement – Automotive and Transportation Branch Lyle Tallon | (613) 952-5161 |
| ree Trade Agreement – Canada-Israel – Automotive and Transportation Branch Darlene M. Delaney | (613) 954-3393 |
| ree Trade Agreement – Canada-Chile – Automotive and Transportation Branch Marc Angers | (613) 954-3436 |
| ranchising – Service Industries and Capital Projects Branch Guy Pineault | (613) 954-2962 |
| France – environmental technologies Gérard Chiasson | (514) 283-8349 |
| oundry equipment Christopher Morris | (613) 957-9530 |
| oundries Raymond Horton | (416) 954-1430 |
| orming – advanced manufacturing technology Andrew Sotak | (416) 973-5170 |
| orintek value-added – Forest, Metal and Building Products Branch Keith McKellar | (604) 666-1410 |
| orging Raymond Horton | (416) 954-1430 |
| orestry – biotechnology Moe Suleiman | (613) 954-3065 |
| orest Sector Advisory Council George Schoenhofer | (613) 954-3127 |
| orest products industries – bio-process technologies Moe Suleiman | (613) 954-3065 |
| orest, Metal and Building Products Branch – briefing notes | (613) 941-3576 |
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| Cotwoor (Montreal) | (613) 954-2962 (514) 283-3970 |
| -Ood services - Service Industries and Conital During | (306) 975-4391 |
| Baymona Maio | |

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| Spain – environmental technologies Spas Bernard Special events planning Celline A Special projects David J. Species at risk – Forest, Metal and Building Products Branch Sporting and recreational equipment (Montréal) Sporting and recreational equipment (Ottawa) Standards and regulations – Automotive and Transportation Branch Annik S Statistical analysis – Forest, Metal and Building Products Branch Statistical economic analysis – Forest, Metal and Building Products Branch Steel – flat products Steel – flat products Steel – long products Steel pipe and tube products Steel pipe and wire products Steel wire and wire products Stone Storage and warehousing Strategic alliances – biotechnology Mark Cr Heilene F Strategic analysis – Forest, Metal and Building Products Branch Strategic planning – briefing notes Strategis – Environmental Affairs Branch Strategis – suage statistics Sulphur in Gas – Environmental Affairs Branch Sustainable Cities Initiative – China – Environmental Affairs Branch Sustainable Cities Initiative – Policy coordination – Environmental Affairs Branch Sustainable Cities Initiative – Policy coordination – Environmental Affairs Branch Sustainable Cities Initiative – Policy development – Environmental Affairs Branch Sustainable Cities Initiative – Policy development – Environmental Affairs Branch Sustainable Cities Initiative – Policy development – Environmental Affairs Branch Sustainable Cities Initiative – Policy development – Environmental Affairs Branch Sustainable Cities Initiative – South America – Environmental Affairs Branch Sustainable Cities Initiative – South America – Environmental Affairs Branch Sustainable Cities Initiative – South America – Environmental Affairs Branch Sustainable Cities Initiative – South America – Enviro | S. Rakhra Liu | (613) 941-4973 (613) 954-3762 |
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| Turbine electrical power | Gerald Wright | (613) 952-6416 |
| U | | |
| Uncoated paper | Yvon Giroux | (613) 954-3049 |
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| V | | |
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| | oc oudrorgilo | (0.0) 002 2200 |



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|--|--|--|
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| Ah-You, Kim(613) 941-4607 | Borrello, Franca(613) 952-2004 |
| Akers, Peter(613) 954-339822, 53, 60 | Botting, Brian(613) 954-312419, 49, 50, 54, |
| Allin, Sandra(613) 957-97989 | 57, 60, 65 |
| Amey, Alan(613) 996-176238 | Bourgase, Fred J(416) 973-51699, 30, 63, 66 |
| Amys, Heather(613) 954-338211, 50, 51, | Bourque, Yolande(613) 996-1862 |
| 57, 60, 61, 65 | Bradet, Lucien |
| Anderson, Brian(604) 666-141432 | Brault, Simon(613) 954-2493 |
| Anderson, Joan(613) 946-579039 | Breen, Michael |
| Angers, Marc(613) 954-34369, 50, 51, | Bresolin, Nancy |
| 55, 59, 65 | Brière, Kathleen(613) 946-2174 |
| Annis, Richard(613) 954-986940 | Browning, Greg |
| Apollon-Cabana, Nadine (613) 941-7625 | Bruneau, Gaétan(514) 283-6796 |
| Appleby, John(613) 941-6797 | Brunet, John(613) 952-9254 |
| Arany, Les(613) 954-296024, 49, 52, | Bunting, Alison(613) 952-069622, 60, 61, |
| 53, 58, 59, 66 | 62, 63 Burk, Ewa(613) 941-767641 |
| Arruda, Marie | |
| Arseneau, John(613) 954-30833, 11, 54, 56, 58 | Burlington, Norma(613) 954-2412 |
| Assaf, Diane | Butler, Donald(613) 954-549039 |
| Atkinson, Robert E(613) 954-3269 | C |
| Atkinson, Roy | · · |
| Audette, Céline(613) 954-299428, 52, 64 | Caldbick, Dianne(613) 954-373626, 65 |
| В | Campbell, Heather(613) 946-083541 |
| D | Campbell, Kenneth T(613) 952-112211, 51, 57 |
| Babcock, Tom(613) 941-762940 | Cardinal, Louise(613) 952-316340 |
| Bacon, Ruth(613) 946-091340 | Carisse, Marie-France(613) 944-2016 |
| Baker, Joan C(613) 954-326316, 49, 55 | Carmichael, Stacey(306) 975-438911, 32 |
| Bakun, Bruce(613) 944-201338 | Carter, Kate(613) 941-422614, 57, 65, 67 |
| Banigan, John M | Castellano, Jim(613) 954-37477 |
| Batabyal, Monique A(613) 954-540827, 62 | Chamberland, Sylvie(613) 954-380226 |
| Batista, Dan(613) 944-20103, 38 | Champagne, Nicole(613) 954-32937 |
| Beauchamp, Émile(514) 283-882014, 30, 49, 58, | Champoux, Nicole(613) 944-074838 |
| 59, 61, 63 | Chandra, Louise(613) 954-298911, 51, 54, 64, 66 |
| Beauchamp, Molly Jo(613) 944-200838 | Chang, Keith(613) 990-423837 |
| Beaulieu, Alain(613) 954-277716 | Charlebois, Ninon(613) 952-50663, 26 |
| Beaumier, Ginette(613) 952-255628 | Charles, Sandra(613) 957-780314, 61, 64 |
| Bélanger, Rick(613) 954-264128, 54, 57, 60 | Charron, Louise(613) 954-295424 |
| Belcher, Jan(613) 941-237028, 53, 60 | Chau, Peter(613) 952-515826, 59, 64 |
| Bell, Bob(306) 975-592324, 32, 49, | Cherrett, Elizabeth(613) 941-299739 |
| 55, 56, 61 | Cheslock, Jocelyne(613) 952-129541 |
| Belzile, Paul(613) 954-311416, 49, 61, 63 | Chevalier, Margaret(613) 954-307016 |
| Bennett, Linda(613) 946-920942 | Chiasson, Gérard(514) 283-834911, 30, 54, |
| Bernard, Jean-Guy(506) 851-657814, 29 | 55, 57, 64 |
| Bertrand-de Launay, | Chiasson, Rick(613) 954-32249, 49, 51, 53, |
| Joanne | 54, 57, 67 |
| Beveridge, John(604) 666-141611, 32, 49, 50, | Chouinard, Christian(514) 283-366722, 30, 56 |
| 51, 52, 54, 56, | Chouinard, Roch(613) 954-325141 |
| 57, 60, 64, 65 | Clapham, Michael(613) 954-312314, 51, 59, 64 |
| Bexten, Angela | Clark, Leah |
| Bierman, Vivian(613) 954-325928, 61 | Cléroux, Francine(613) 941-4625 |
| Biolik, Anna(613) 996-18143, 38 Birch, Ken(613) 954-31817 | Cloutier, Caroline(613) 957-829328, 59 |
| biron, Nott/ | Cloutier, Chantal(613) 954-40549 |

| Cloutier, Denise(613) 941-8987 | Driscoll, Margo P. D(613) 952-022128, 57, 59 |
|---|--|
| Cloutier, Jacques(613) 946-1075 | Drzymala Claudo (612) 054 0400 00 50 00 01 |
| Cohen, Sharon(613) 954-3203 | 12 Dilhois Andrá (612) 054 2450 |
| Colvin, Marnie(613) 954-3402 | 1 Dunn Linda (612) 052 4004 ++ 04 05 |
| Comeau, Linda(613) 954-3717 | 6 Dunras Ronnia (612) 046 1521 |
| Conrad, Walter(613) 954-301116, 57, 6 | il Duval Johanne (613) 954-3969 7 |
| Cooper, Gerry(416) 973-5173 | 0 |
| Corbin, Louise(613) 954-6479 | 1 E |
| Cossette, Sylvie | 6, _ |
| 57, 59, 6 | Eager, Arthur R(613) 954-296127, 56, 62 |
| Couture, Nathalie(613) 946-8188 | El-Diri, Roula(902) 426-609311 |
| Couturier, Kathy(613) 941-0515 | Elias, Barbara(613) 941-355539 |
| Craig, Mark19, 29, 5 | O, Ellis, Sara(613) 954-314828, 59 |
| 58, 64, 6 | Emery, George(613) 941-917924, 55, 63 |
| Cunningham, Joseph E(613) 954-306014, 49, 54, 6 | Emmet, Lori(613) 996-1816 |
| 64, 65, 6 | 67 Endemann, Patricia(613) 957-282526, 65 |
| Currie, Heather(613) 954-34421 | Enns, Emily(613) 954-308511 |
| Currie, Melanie(613) 946-57854 | Ethier, Charles(613) 954-31763, 14, 53 |
| Curtis, Christopher G(416) 973-50349, 30, 55, 5 | 6 Eyford, Brian(613) 954-350514, 66 |
| Cusson, Pierre-André(204) 983-4099 | ³ F |
| | E . |
| D | Faubert, Andrée(613) 944-201238 |
| Deimocratt Lean Olevela (Ed.1) 000 4005 40 00 40 00 | Fields Olever (700) 405 0054 |
| Daigneault, Jean-Claude(514) 283-426516, 30, 49, 6 | Fife Deviled (040) 054 4400 44 54 04 00 |
| Dalphy, Bryan(613) 946-5797 | 7 |
| Daltoe, Liana(416) 973-519819, 30, 5 | 0 Files Fred |
| Dauvergne, John(613) 952-226911, 50, 5 | ' Flaherty Mike (613) 941-2995 39 |
| 63, 64, 6 | Eleming Philip (612) 054 2014 11 52 52 54 |
| De Blois, Lucie | 5 |
| De Groote, Daniel | Foley Mark (613) 052-1036 30 |
| de Maurivez, Maurice(613) 941-7674 | Forboo Dolo (612) 052 4164 22 54 |
| De Melto, Dennis P(613) 954-2990 | 4 Forget Hélàna (517) 196-1568 19 30 51 57 |
| Deacon, Bruce L(613) 941-6747 | 57 60 64 65 |
| Deacon, Stella(613) 946-8928 | |
| Deavy, Jackie L(613) 954-3313 | 59, 62, 67 |
| Delaney, Darlene M(613) 954-33939, 50, 51, 53 | ³ , Fortin Suzanne (613) 941-8535 11 52 |
| 55, 60, 65, 66, 6 | Fournier Lucie (613) 954-5314 11 |
| Delaney, Paul(514) 283-353130, 3 | |
| Delaunière, Margo(613) 941-7672 | |
| Delvecchio, Rocco(613) 941-2983 | |
| DePratto, Dave J(613) 954-2871 | , Thedinar, II ving(514) 200 070024, 00, 01, 02 |
| Desaulniers, Pierre(613) 952-941226, 5 | |
| Deschamps, Line | |
| Dewar, Christine(613) 954-3800 | |
| Dhanarajata, Natthinee(613) 946-1530 | |
| Di Duca, Pauline | |
| Di Gioacchino, Huguette(613) 946-3144 | 9 Gallant, Guy 0(613) 954-3391 |
| Dingwell, Robin(613) 954-185227, 6 | 2 Gaw, Judith(613) 944-2011 |
| Dionne, Sarah(613) 954-303514, 51, 52, 54 | 4. Gay, Paulette |
| 57, 61, 6 | |
| Doherty, Allan(613) 952-2477 24, 50, 61, 63, 6 | |
| Domokos, Richard J(613) 954-3057 | |
| Dooner, Terry | |
| Dowie, Donna(204) 983-1221 | |
| Drake, Bruce(604) 666-1400 | Z Gibasuli, Alille(010) 341 2000 |
| | |

| Goodwin, Leslie C | (613) | 954-3302. | 7, 64 | Jobb, Cathy | (613) | 946-1377 | 36 |
|------------------------|--------|-----------|-----------------|--------------------------|----------------|-----------|----------------------|
| Gordon, Martin | | | | Johnstone, Karen | | | |
| Graham, Ron | | | | Jones, Jacqueline | | | |
| Grappolini, Giorgio | | | | conce, caequemie minim | (0.0) | | |
| Greenberg, Shawna | | | | K | | | |
| Guenter, Doreen | (613) | 05/-376/ | 22 | 14 | | | |
| Guertin, Steve | | | | Kaluski, Stefani | (613) | 952-0222 | 39 |
| | | | | Kane, Ron | | | |
| Guevremont, Denise | | | | Karlsson, Tim | | | |
| Gulzar, Perwaiz | (613) | 954-1833 | 27, 53, 62 | Railsoon, Tilli | (010) | JT1 227J | 61, 64, 65 |
| E3 | | | | Kally Drad | /C+2\ | 057 2074 | |
| H | | | | Kelly, Brad | | | |
| II f D.1 | (04.0) | 054 0000 | 07 04 00 | Kenney, Greg | | | |
| Hafez, Baj | | | | Khandelwal, Suresh | | | |
| Halchuk, Donald M | | | | King, Martha | | | |
| Hall, Charles | | | | Kinsey, Doug | (604) | 666-1415 | 22, 32, 55 |
| Hamzawi, Nancy | (613) | 952-1572. | 11, 51, 52, 53 | Kissner, Brian | (613) | 954-3258 | 26, 63 |
| Harary, David | | | | Kissner, Kim | (613) | 946-8199 | 41 |
| Hardie, Murray | (613) | 954-3037 | 14, 57, 58, 61, | Knechtel, Karl | (613) | 952-0205 | 24, 51, 52, 54, |
| | | | 63, 66, 67 | , | , , | | 57, 61, 62, 66 |
| Harrison, Sharon | (613) | 941-3569 | 14, 52, 53, 58, | Koch, Theresa M | (613) | 954-3341 | 7 |
| , , | , | | 60, 64, 65, 67 | Kolker, Rita | (010) (416) | 05/1-6358 | 16 30 40 54 |
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| Hawthorn, Ginette | | | | | | | |
| Hayes, Michael | | | | Krymalowski, Morris | (514) | 283-7828 | |
| Hearn, Patricia | | | | | | | 55, 58, 66 |
| Henry, Reid | | | | Kumar-Misir, Les | (613) | 954-2890 | 16, 49, 56, 58 |
| Hislop, Jessie | | | | | | | |
| | | | | E | | | |
| Hohn, Brigitte | | | | , | | | |
| Hollingdale, Phil | | | | L'Espérance, Francine | | | |
| Holloway, James | | | | La Haye, Bonita (Bonnie) | | | |
| Horton, Raymond | (416) | 954-1430 | 14, 30, 51, | La Pointe, Carole | | | |
| Houde, Sylvie J | | | 55, 59, 61 | Labranche, Suzanne P | (613) | 954-3796 | 2 |
| Houde, Sylvie J | (613) | 954-5451 | 14, 52, 62 | Lacombe, Ginette | (613) | 954-3077 | 19 |
| House, James A | (613) | 954-3795 | 7, 49 | Laflamme, Rose | (613) | 952-8200 | 26 |
| Howell, Jennifer | (613) | 946-2174. | 19, 51, 58 | Lafontaine, Monique | | | |
| Hudon, Larry J. C | (613) | 954-3342 | 28, 53, 57, | Lagacé, Madeleine | | | |
| | | | 58, 60 | Laing, Tanya | | | |
| Hull, Françoise | (613) | 954-3345 | 7 | Lalonde, Philippe | | | |
| Hum, Jamie | (613) | 941-8629 | 37 | Laionde, i milppe | (010) | 334 3211 | 56, 63, 66 |
| Hum, Patrick | (613) | 954-3048 | 14, 53, 62 | Lambie, John | /£10\ | 054 2050 | |
| Hunt, Pamela | (613) | 954-5246 | 27 | Landriault, Christine | | | |
| Hunter, Cynthia | | | | | | | |
| Hunter, Dale | | | | Landry, Monique | | | |
| Hutchins, John | | | | Lanoy, Louise | (613) | 941-0354 | 40 |
| 11416111113, 001111 | (010) | 341-0707 | | Larabie, Angie | | | |
| | | | | Larivière, Candace | | | |
| | | | | Laroche, Jean | (613) | 954-5203 | 26, 62 |
| Ip Sze Yuen, Benita | (613) | 05/-3770 | //1 | Larose, Hubert | (613) | 954-2956 | 24, 49, 52, 54, |
| Irvine, Sean | | | | | | | , 56, 58, 60, 63, 66 |
| Irving, Glenn | | | | Larsen, Suzan | (613) | | |
| irving, dieim | (013) | 932-3970 | 27, 02 | Laughton, Mary Frances | | | |
| J | | | | Laurin, Michèle | | | |
| U | | | | Laviolette, Louise | | | |
| James, Robert | (613) | 946-0152 | 20 | Law, Diane | | | |
| Jarvis, Anthony (Tony) | | | | | | | |
| Jaworski, John | | | | Le Blanc, Jacques | | | |
| ouworom, outili | (013) | 334-1033 | 56, 58, 60 | LeBlanc, Terrence | | | |
| | | | 50, 50, 60 | Leclaire, Guy A | (013) | 954-2949 | 3, 8, 9 |

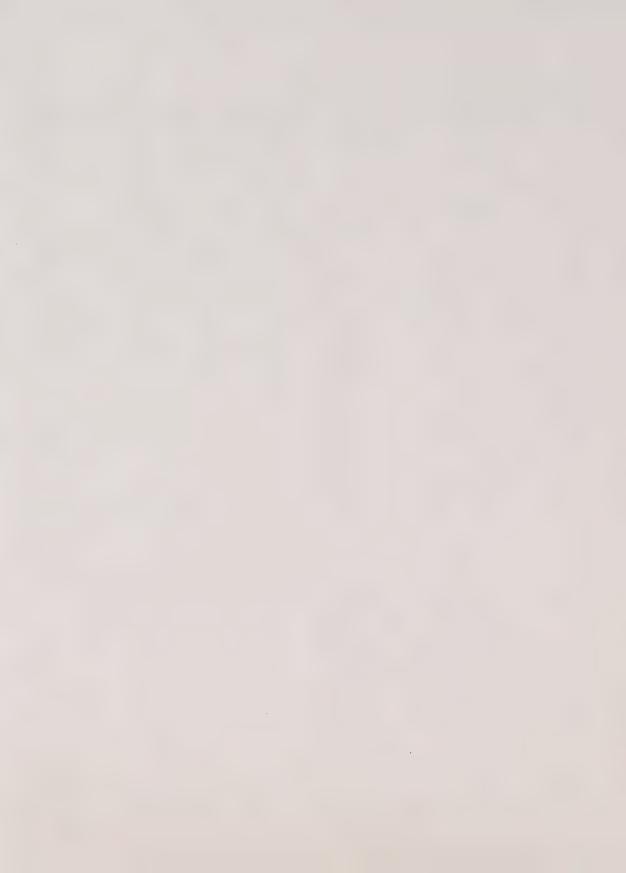
| Ladua Láa D | (500) 051 0415 | | | | | |
|---|------------------|----------------------|------------------------|----------------|------------|---------------------|
| Leduc, Léo R | (506) 851-6440 | 33 | McCurdy, Genine | (604) | 666-4905 | 7 32 |
| Leduc, Lise | (613) 941-4253 | 9 | McDougall, Sharon | (613) | 954-8091 | 27 61 |
| Lee, Po-Chih | (613) 941-5256 | 22 | McGee, Gary | (613) | 954-5600 | 16 40 |
| Lee, Wai Fai | (613) 954-3200 | 11, 51, 54, 57 | McKellar, Keith | (604) | 666.1410 | 14 20 50 |
| Lefebvre, Mary C | (613) 954-3395 | 2 | Trontonar, Hollir | (004) | 000-1410 | |
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| Lelièvre, Josée | (613) 952-4697 | 28 62 | McKenzie, Robert | (306) | 975-4391 | |
| Lemay, Alain | (613) 954-1822 | 42 | McManus, | | | 55, 60, 61 |
| Lemay, Bernard | (613) 941-1066 | 30 | | | | |
| Lemieux, Daniel | (613) 996-0675 | 38 | Rosemary N. A | (613) | 954-5091 | 26, 63 |
| Lenihan, Michael | (613) 946-8194 | A1 | McNaughton, Ian | (613) | 941-3576 | 26, 55, 56 |
| Leroy, Dominique | (514) 283-7861 | 7 20 | Meek, Eric | (613) | 954-3169 | 7 |
| Leslie, lan | (612) 054 2124 | 10.40 | Meuffels, Saskia F. C. | (613) | 946-8743 | 7 |
| Letendre, Alain | (612) 052 6244 | 10, 49 | Michaliszyn, George A | (613) | 954-3071 | 3, 18, 19 |
| Lott Parry C D | (612) 041 0700 | 28 | Mihalus, John | (613) | 954-3064 | |
| Lett, Barry S. B | (013) 941-3738 | 27, 62 | Mikelsons, Peter | (613) | 954-3381 | 14 52 54 56 |
| Lever, William | (613) 941-5607 | 40 | | () | | 59, 61, 65 |
| Levitt, Peter | (416) 9/3-5031 | 14, 30, 65 | Miller, James | (613) | 941-3460 | 0 62 64 |
| Lewis, Geoff | (902) 426-9475 | 22, 29, 60 | Miller, Janet | (613) (613) | 957-8950 | |
| Liota, Elsie | (613) 954-3751 | 28, 59 | Mineault, Nicole | (613) (613) | 05/-2001 | 0.1 |
| Liu, Susan | (613) 954-3762 | 9, 50, 51, 53, | Mitchell, Duff | (10) | 054-2991 | 24 |
| | | 58, 64, 65 | Mivilla Linda | (010) | 904-7012 | 22, 49, 63 |
| Lofthouse, Maureen | (613) 954-2937 | 41 | Miville, Linda | (013) | 946-9208 | 36 |
| Lord, André | (613) 952-0167 | 24, 62 | Mizener, Lorna J | (613) | 941-1132 | / |
| Lovatt, Richard | (613) 954-4708 | 39 | Molgaard, Birte | (613) | 954-3012 | 28 |
| Lovett, Jim | (613) 941-9419 | 7 | Montgomery, Ken | (613) | 954-3053 | 14, 51, 57, |
| Lum, Michael W. K | (613) 954-2854 | 7. 49. 53 | | | | 63, 66, 67 |
| Lynch, Bernadette | (902) 566-7382 | 11 29 | Moore, Michael | | | |
| Lynch, Mary Jo | (613) 954-5278 | 24 52 53 66 | Moores, Roseanne | (613) | 954-5562 | 41 |
| Lyon, Alfred | (613) 952-5157 | 26 57 | Moreland, Mary | | | |
| -j -, , , , , , , , , , , , , , , , , , | (010) 002 0101 | | Morgan, Lael | (613) | 941-0888 | 11 |
| M | | | Morris, Christopher | (613) | 957-9530 | 22, 50, 52, 53, |
| | | | | | | 55, 57, 59, 60, 61, |
| MacDonald, Judy | (613) 941-6191 | 28. 59 | | | | 62, 63, 65, 66, 67 |
| MacDonell, Glenn | (613) 954-3166 | 3 7 | Morrison, Erech | (613) | 954-3445 | |
| MacGillivray, Marg | | | Morrison, Philip D | | | |
| MacIntosh, Neil | | | | (0.0) | | 54, 57, 62 |
| MacKeigan, Carol | | | Morse, Peter | (613) | 954-3789 | |
| MacMaster, Liz | | | Mostaghaci, Hamid | | | |
| Mainville, Hélène | | | Mouls, Anne | | | |
| Makuc, Bogdan | | | Mouis, Aimo | (טוד) | 200 2010 | 59, 61, 65 |
| Malo, Raymond | | | Moynihan, Katherine | (612) | 054-2020 | |
| IVIAIO, MAYIIIOIIU | | | Mulcaster, David | | | |
| Managan Jahn | | , 56, 58, 59, 64, 65 | Mullen, David | | | |
| Margeson, John | (013) 934-3010 | | | | | |
| M. I. I. O. I | (040) 054 0700 | 61, 63, 65 | Murphy, Darlene | | | |
| Markel, Sydney | | | Murphy, Larry L. D | (613) | 954-2979 | |
| Marshall, Lise | , , | | | | | 62, 64, 66, 67 |
| Martel, François | (613) 946-8732 | 41 | Murray, Charlotte | (902) | 566-7382 | 29, 33 |
| Martinelli, Robert | | | 18.0 | | | |
| Martinson, Geneviève | | | N | | | |
| Masin, Gilbert | | | N 1 D / | (040) | 054 4000 | 24 |
| Matchem, Danielle | (613) 941-2992 . | 39 | Nadon, René | (613) | 954-1839 | 4 |
| Mathur, Sandeep | (613) 957-8952 | 40 | Nicoll, Sandi | (613) | 952-4166 | |
| Matthew, Lynn | (613) 944-2005 | 38 | Nimetz, Barry | (613) | 954-3180 | / |
| McCabe, Sean | (613) 944-2006 | 38 | Normand, Lyse | (613 | 952-2598 | 28 |
| McClymont, Catherine | (613) 954-3104 | 16, 49 | Nycz, Jérôme | (613 | 954-2969 | 24 |
| McCulloch, Suzan | | | Nymark, Christine | (613 |) 954-5258 | 3, 18, 19 |
| | | | | | | |

| | Ritchie, Joanne(613) 954-34419, 55, 66 |
|---|--|
| 0 | Roberge, James(613) 941-673840 |
| Otupiri, Lawrence A(613) 954-3156 | Robertson, Gerald C(613) 952-808027, 63 |
| Ouellet, Bernard(613) 954-376016, 49, 50, 51, | Robichaud, Éric(613) 954-2948 |
| 58, 61, 64, 65, 67 | Robinson, Darlene(613) 941-075226 |
| Ouellet, Richard(613) 990-190741 | Rochon, Jeffrey (Jeff) W. (613) 954-34007 |
| Ouellette, Laura(613) 941-418511, 31, 49, 54, | Rodrigues, Paul D(613) 954-318627, 56, 62 |
| 56, 57, 61, 63, 65, 66 | Rosborough, Joanna(613) 954-304714, 51, 54, 56, |
| 00, 07, 07, 00, 00, | 57, 59, 62, 63, 64, 67 |
| P | Rousseau, André(613) 946-218039 |
| | Rousseau, Jean-Romain(613) 952-848627, 64, 65 |
| Palmer, Frank(416) 973-51769, 30, 56 | Rue, Dennis(613) 941-461441 |
| Paquette, Claire(613) 954-38039 | |
| Paquette, Conrad(416) 954-632633 | S |
| Paquette, Louise(705) 671-071131 | |
| Paquette, Marcelle(613) 954-127636 | Saad, Ramzi(613) 941-428712, 53, 56, 64 |
| Paris, Ian(613) 952-069727, 53, 62 | Sadiq, Patricia(613) 954-471519 |
| Parker, Huguette(613) 954-310516, 50, 53, 55, 59 | Saint John, Carol(613) 952-586627 |
| Parsonage, Keith(613) 954-559837 | Savard, Frédéric(613) 941-818112 |
| Patry, Manon(613) 954-31537 | Saville, Nita(613) 954-288316, 65 |
| Patterson, Bob(613) 941-2366 | Saxena, Ramesh R. B(613) 954-333127, 53, 62 |
| Pellerin, Suzanne(613) 954-026328, 52, 53, | Scharfe-Hill, Greta(613) 954-31847 |
| 59, 62, 67 | Schoemaker, Heather(613) 954-343412, 50, 51, |
| Perek, Mario(416) 973-503319, 31, 49, 56, | 64, 65, 66 |
| 57, 63, 65 | Schoenhofer, George(613) 954-312714, 55 |
| Perera, Channa(613) 941-818112 | Scott, Jackie(613) 992-000012, 56, 64, 66 |
| Piersdorff, Michael(613) 954-3151 | Scott, Nancy(613) 941-530319, 57 |
| Pilon, Betty J(613) 954-37867 | Séguin, Gilles(613) 954-287627 |
| Pineault, Guy(613) 954-296224, 51, 52, 55, | Senkowski, Judy(613) 941-377516 |
| 56, 63, 66, 67 | Serrao, Cynthia(613) 954-305511 |
| Plouffe, Lise | Sertal, Angela(613) 941-767541 |
| Podruski, Frank(613) 954-30993, 15, 16 | Serveau, Jeffrey E(613) 954-303914, 50, 63, 65, 67 |
| Pogue, Lisa | Shanley, Dennis E(613) 954-324722, 49, 52, |
| Pongratz, Ingrid(613) 954-2497 | 58, 61, 63 |
| Potts, Ralph(613) 954-317927, 62 | Sheen, Mike(709) 772-535124, 29, 52, 53, 55 |
| Powell, Roni | Shepherd, Karen(613) 941-11332 |
| Power, Barbara | Short, Kraig(604) 666-302624, 32, 52, 53, |
| Prevost, Eugenie(613) 952-1975 | 55, 57, 58 |
| Q | Shute, Dee(613) 952-9252 |
| O. | Simmons, Douglas(613) 941-587327, 50 |
| Quevillon, Francine(613) 941-642627 | Simpson, Susie |
| | Sims, Walter(613) 954-0541 |
| R | Sinclair, Colleen |
| Deliburg Amerilla C (C40) 044 4070 0 54 54 50 | Skeggs, John(613) 954-2906 |
| Rakhra, Amrik S(613) 941-49739, 51, 54, 56, | Slattery, James J(613) 954-513840 |
| 59, 64, 65 | Smith, Dale |
| Ram, Kash | Smith, Lorne |
| Rapoport, David(613) 954-529924, 49, 54, 58, 66 | Sotak, Andrew(416) 973-517022, 31, 50, 55, 63 |
| Reany, Penny L(613) 941-674840 René de Cotret, Marthe(613) 954-37767 | Spencer, Michael(604) 666-8888 |
| Reynolds, Chet(613) 952-0314 | St. Pierre, André(613) 954-3291 |
| Ricard-Desjardins, Pierre (613) 954-185412, 51, 52, 54, 64 | St-Denis, Hélène |
| Richard-Masson, Thérèse (613) 954-286327, 62 | |
| Richer, Diane(613) 954-909340 | Stuart Bruce (613) 954-2964 |
| Ripley, Sabra(613) 941-421412 | Stuart, Bruce |
| 1 -3, -200 | Odialisky, Wegitali(013) 352-503212, 52 |

| Suleiman Moe | .(613) 954-306519, 50, 54 | 4 |
|---|---|-------|
| Sullivan Cindy | (613) 941-9423 | 1, 55 |
| Sutherland, Martin | (613) 946-2184 | 42 |
| Symonds, Lynn | (613) 954-3243 | 39 |
| Szaho John | (613) 957-124214, 49, 50 | 22 |
| 02450, 001111 11111111111111111111111111111 | 52, 56, 57, 59, 62 | |
| | 32, 30, 37, 39, 62 | 2, 04 |
| T | | |
| • | | |
| Tait, Alison | (902) 426-6660 | 33 |
| Tait, Lynne | (306) 975-4343 | 33 |
| Tallon, Lyle | (613) 952-5161 | , 55, |
| | 63, 65 | 5, 66 |
| Taylor, Mona | (306) 780-6124 | 33 |
| Tchakmachian, Armine | (613) 946-1619 | 12 |
| Teeple, Helen | (613) 941-2274 | 3, 28 |
| Theoret, Kurt | (613) 954-3781 | 7 |
| Therrien, Roger | (613) 941-7681 | 41 |
| Thiessen, Edith | (613) 952-8200 | 27 |
| Thompson, Anne | (902) 426-930612, 29, 49 | |
| | 51, 52, 54 | |
| | 60, 61, 63, 65 | 5, 66 |
| Thomson, David J. F | (613) 954-325928, 52 | |
| | 58, 64 | |
| Tjoa, Robert | (613) 941-0353 | 40 |
| Tosun, Zorica | (613) 941-3023 | 40 |
| | (613) 952-0822 | |
| | (613) 954-3279 | |
| Tremblay, Jan | (416) 973-507516, 31, 49, | |
| | 53, 55, 56, 58, 59, 64 | ł, 65 |
| | (613) 954-289316, 50 | |
| Turner, Audrey | (613) 954-545819 | , 61 |
| U | | |
| U | | |
| Uno. Toru | (613) 941-1114 | 39 |
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| | (613) 941-088612, 51, 57, 61 | |
| Valic, Diane | (416) 973-508224, 31, 49, | |
| Van Nasta Distin | 59, 60 | |
| Varian Surana D | (613) 954-324927 | , 49 |
| Verdon, Suzanne R | (613) 941-802727, 56 | , 02 |
| Vergan, Emmy | (613) 954-38013, 25 (403) 292-641516, 31, 49 | , 20 |
| | | |
| Vezina, Sylvain | (613) 941-1240 | 24 |
| Vickers, David | (613) 954-3390 (613) 946-5789 | 30 |
| vien, Sandy | (013) 940-3709 | 9 |

W

| Wallace, Brian D | 954-37299, 50, 54, 66 952-739924, 53, 56, 57, 61 954-33433, 6, 7 941-848228, 52, 53, 59, |
|---|---|
| Wells, Kathie | 957-26517, 59 954-33837 946-893036 954-328827, 60, 63, 65, 67 954-526042 |
| Woodruff, Pennylynn(613) Woods, George(613) Woodside, Joan(613) Woodward, Ron(416) Wray, David(613) | 952-6352 |
| Wright, Gerald(613) Wright, Tom(613) | 952-641622, 49, 50, 51, 53, 63, 66 |
| Yen, Mia(613) Yue, Derek(416) | |
| Zechel, Bernd(613) Zimmerman, Darlene(613) | |





| | Turner, Audrey |
|---|--|
| Zimmerman, Darlene(613) 954-3066 | Se ,05 ,01 6982-429 (816) Alah , yenuT |
| Zechel, Bernd(613) 941-294339 | 89 '49 '99 |
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| Z | Tremblay, Jan(416) 973-507516, 31, 50, 52, |
| 10 '70 '00 '00 | Traversy, Val(613) 954-3279 |
| 70, 120, 120, 120, 120, 120, 120, 120, 12 | 71 Tran, Tina Sec. 123 952-822 |
| Yue, Derek(416) 973-515910, 31, 51, 52, | Tosun, Zorica |
| Yen, Mia24, 64 | Tjoa, Robert (£13) 941-0353 hadoA .ao[T |
| Α | 62, 63, 66, 66 |
| ^ | 7homson, David J. F (613) 954-3269 28, 53, 57, 59, |
| St , ft , E 3978-349 (813) moT , ftgirW | 95, 64, 66 |
| 29' 22' 62' 62' | 25, 54, 56, 61, |
| Wright, Gerald(613) 952-641624, 51, 55, | Thompson, Anne 902) 426-9306 605, 50, 50, 51, |
| 1710-846 (E18) bived ,yerW | 75 Edith |
| 79 '89 '29 '79 | Therrien, Roger41 |
| Woodward, Ron(416) 973-393521, 31, 50, 53, | Theoret, Kurt(613) 954-3781 |
| 72, 72 7816-431 954-3167 Joan | 7eeple, Helen |
| Woods, George(613) 952-6352 | Tchakmachian, Armine(613) 946-161910 |
| Woodruff, Pennylynn(613) 941-69398, 53, 58, 62, 64 | Taylor, Mona(306) 780-612433 |
| Winters, Elva36 | 23' 26' 62' 63 |
| 89 '/9 'L9 | Tallon, Lyle 12, 49, 50, 52, |
| Williamson, Loreene(613) 954-3288 | Tait, Lynne |
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| 888££-438 (£13) 954-3383 | |
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| Wells, Kathie(613) 954-833612, 60, 64, 65, 67 | — <u> </u> |
| 99 '99 '79 | 89 '99 '79 '89 |
| Welbourne, Gillian E(613) 941-848228, 54, 61, 63, | 65, 68, 69, 62, |
| Watkins, Ron | (613) 957-1242 ndhu, 49, 50, 51, |
| Ward, Charlotte(613) 952-739921, 49, 54, 59, 65 | Symonds, Lynn (613) 954-3243 |
| Walsh, Charles M(613) 954-372912, 56, 60 | 86 |
| Wallace, Brian D(613) 954-2947 | Sullivan, Cindy(613) 941-942336 |
| Tax . | 69 '89 '29 |
| M | Culeiman, Moe (613) 954-3064 (713) Moe (713) 954-3065 |
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| 68.72-346 (813) 946-578 young and young | Stuart, Bruce(613) 941-4671 |
| Vickers, David (613) 954-339012 | Stone, Ton, Ton, 124, 024, 026, 04, 04, 04, 04, 04, 06, 06, 06, 06, 07, 04, 06, 06, 06, 07, 07, 07, 07, 07, 07, 07, 07, 07, 07 |
| Vernon, Don(403) 292-641516, 31, 60, 63 Vézina, Sylvain(13) 941-1240 | St-Denis, Hélène14 St-Denis, Hélène1613) 954-349110, 52, 54, 62, 56, 56 |
| | 8E |
| Verdon, Suzanne R(613) 941-802727, 57, 53, Verdun, Emmy3, 26, 26 | Spencer, Michael34 |
| Van Veste, Philip 423-954 (£13) 954-3249 (£13) 494-3249 (£13) 494-324 (£13) 494-3249 | |
| 89, 23, 48 | 99 '99 '09 |
| | , 1C, 1C, +2 UTIC-CTE (UT+) Walbin , Mbjuc |
| , CC , L6 , L2 2000-C18 (OTP) | Sotak, Andrew(416) 973-517024, 31, 57, 53, 53 |
| Validi Diane(813) 941-0666 (10, 51, 52, 56, 52, 56, 62, 73, 51, 53, 53, 53, 53, 53, 53, 53, 53, 53, 53 | Smith, Lorne(514) 283-786414, 30, 53 |
| Vaillancourt, Paul(613) 941-088610, 51, 52, 58, 62 Valic, Diane(416) 973-5082 51, 53, | Smith, Dale(514) 946-542814, 30, 53 |
| | Slattery, James J(613) 954-513840 Smith, Dale(613) 946-542874, 30, 53 Smith, Lorne(514) 283-7864 |
| Vaillancourt, Paul(613) 941-088610, 51, 52, 58, 62 Valic, Diane(416) 973-508231, 53, | Skeggs, John (613) 954-2906 .27 Smith, Dale (613) 946-5428 .27 Smith, Dale (613) 946-5428 .27 Smith, Dale .27 Smith, Dale .27 |
| Vaillancourt, Paul(613) 941-088610, 51, 52, 58, 62 | Sinclair, Colleen (613) 946-9589 12 Skeggs, John (613) 946-9589 27 Shifth, Dale (613) 954-2906 27 Shifth, Dale (613) 946-5428 27 Shifth, Dale (613) 946-9589 27 Shifth, Dale (613) 946-958 |
| Uno, Toru | Sims, Walter (613) 954-0541 41, 30, 53 Smith, Lorne (613) 946-9589 12 Smith, Dale (613) 946-9589 140, 30, 53 Smith, Dale (613) 946-5428 27 Smith, Dale (613) 946-5428 27 Smith, Dale (613) 946-5428 14, 30, 53 Smith, Lorne (613) 946-9589 14, 30, 53 Smith, |
| Vaillancourt, Paul(613) 941-088610, 51, 52, 58, 62 | Sinclair, Colleen (613) 946-9589 12 Skeggs, John (613) 946-9589 27 Shifth, Dale (613) 954-2906 27 Shifth, Dale (613) 946-5428 27 Shifth, Dale (613) 946-9589 27 Shifth, Dale (613) 946-958 |

| Shute, Dee(613) 952-925241 | Quevillon, Francine613) 941-6426 |
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| 69 '29 '99 | agioges aglliveun |
| Short, Kraig(604) 666-302621, 32, 53, | Ö |
| Shepherd, Karen(613) 941-11332, 50, 50, 50, 50, 50, 50, 50, 50, 50, 50 | |
| Sheen, Mike(709) 772-535121, 29, 55, 57 | Prevost, Eugenie, 613) 952-1975 |
| Z9 99 69 | Power, Barbara(613) 944-6002 |
| Shanley, Dennis E(513) 954-324724, 52, 54, 59, | 72 70 pto1-946 (813) |
| Serveau, Jeffrey E(613) 954-303914, 51, 52, 53, 61 | Force, right |
| Sertal, Angela (613) 941-7676 | 764-2450 bingrid, zlangon 24-2497 dated attention |
| Serrao, Cynthia. (613) 954-3055 9 | Pogue, Lisa (416) 973-5171 |
| Senkowski, Judy(613) 941-377516 | Podruski, Frank(613) 954-30993, 15,16 |
| Scott, Nancy (613) 941-5303 19, 63 Séguin, Gilles (613) 954-2876 27 | Plouffe, Lise |
| Scott, Jackie(613) 952-0000 54, 56, 56, 58 | 89 , 73 , 63 , 56 , 67 , 68 , 67 , 68 , 67 , 68 , 67 , 68 , 68 |
| Schoenhofer, George (£13) 954-3127 72, 53, 62, 93, 63, 63, 64, 63, 64, 63, 64, 64, 64, 64, 64, 64, 64, 64, 64, 64 | Pineault, Guy(613) 954-296221, 49, 54, 56, |
| Schoenhofer George (613) And (514) | Pilon, Betty J |
| Schoemaker, Heather(613) 954-343410, 50, 51, 52, | 50, \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ |
| Scharfe-Hill, Greta(613) 954-3184. | Piersdorff, Michael(613) 954-31517, 53 |
| Saxena, Ramesh R. B(613) 954-333127, 57, 63 | Perera, Channa(613) 941-8181 |
| Saville, Nita16, 673) 954-288316, 67 52 52 52 52 52 52 52 52 52 52 52 52 52 | 99 '99 '19 '69 |
| Savard, Frédéric (613) 941-8181 10 | Perek, Mario(416) 973-503319, 31, 50, 51, |
| Saint John, Carol(613) 952-586627 | 99 '99 '79 |
| 61 | Pellerin, Suzanne(613) 954-026328, 61, 63, |
| 883, 56, 65, 61 (613) 941-4287 ibs2 | Patterson, Bob(613) 941-236619, 50 |
| 62 53 23 04 5000 the (012) | 7 Manon monsM , y153 |
| 2 | Parsonage, Keith(613) 954-559838 |
| | Parker, Huguette(613) 954-310516, 59, 60, 66 |
| Rue, Dennis | Paris, lan(613) 952-069777, 57, 63 |
| Rousseau, Jean-Romain(613) 952-848627, 62, 66 | Paquette, Marcelle(613) 954-127642 |
| Rousseau, André 946-2180 | Paquette, Louise(705) 671-071131 |
| 57, 61, 62, 63, 64 | Paquette, Conrad(416) 954-632633 |
| Rosborough, Joanna(613) 954-304714, 52, 54, 55, 56, | Paquette, Claire(613) 954-380312 |
| Rodrigues, Paul D(613) 954-318627, 57, 63 | Palmer, Frank(416) 973-517612, 31, 64 |
| 80chon, Jeffrey (Jeff) W (13) 954-3400 W (100 M) M (100 | 10 to 01 32 to 020 (0 th) 1 mon't accorded |
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| Robinson, Darlene (613) 941-0752. | - |
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| Robertson, Gerald C. (613) 952-808027, 51 | 64, 56, 60, 61, |
| Roberge, James(613) 941-673840 | Ouellet, Richard(613) 990-1907 (15) 941-4185 (15) 61, 61, 61, 61, 61 |
| Ripley, Sabra(613) 941-421412, 51, 62, 67 Ritchie, Joanne(613) 954-344112, 51, 62, 67 | Ouellet, Richard41 |
| 01 blokey Sahra (613) 041-4914 (613) | 92' 92' 92 |
| Richer, Diane (613) 954-200340 | Ouellet, Bernard(613) 954-376016, 51, 56, 61, |
| Richard-Masson, Thérèse(613) 954-286327, 57 | Otupiri, Lawrence A(613) 954-31567, 54 |
| Pietre | 0370 730 (070) |
| Ricard-Desjardins, | 0 |
| Reynolds, Chet(613) 952-0314 | |
| 8 | Nymark, Christine(613) 954-52583, 18, 19 |
| Reany, Penny L | Nycz, Jérôme(613) 954-2969 |
| Rapoport, David (613) 954-52991, 52, 53, 65 | 858952-259 (£13) 952-259 (branand, Lyse |
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| Rakhra, Amrik S(613) 941-497312, 50, 52, 58, | Nadon, René613) 954-1839 |
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| Leginic, Clay, Marite Clay 964-297 Clay Clay 1964-307 Clay 1964-308 Clay Clay 1964-308 Clay 1964-3 | | C1C7 FCC | (010) | יייי ימיין במוץ בי די | | 8875-1790 | (819) | Markel Sydney |
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| Legiore, Gluy A. (613) 944-2006 3.7 (2001) 1,112, 2004-909 3.2 (2001) 1,112, 2004-909 3.1 (2001) 1,112, 2004, 2 | | | | | | 9105-190 | (613) | Marageon John |
| Leglaire, Guy A. (613) 964-2006 37 11, 12, 60-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2006 37 12, 20-619 964-2009 37 12, 20 | | | | | | | | |
| Leduci, Leon (613) 944-2006 37 24 249 31 31 304-2006 37 24 2006 37 | | | | | | . 0100 002 | (+10) | ואומוט, וזמאוווטווע |
| Legisire, Guy A. (613) 964-2045 2.11, 7. Michael, San (613) 944-2006 2.3 Mathiwal, James (613) 944-2006 2.3 Michael, Legen (613) 964-2045 2.11, 7. (613) 964-2045 2.11, 7. (613) 964-2045 2.12, 7. (61 | | 0208-496 | (613) | Movnihan, Katherine | | | | |
| Page | | | /· · - \···· | | | | | |
| Comparison Com | | | | | | | | |
| Comparison of the Comparison | | | | | | | | |
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| Edilanc, Jacques (613) 964-2006 37 37 364-2006 37 37 37 37 37 37 37 3 | | | | | | | | |
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| Care | | | | | | | | IAI |
| Carrier Carr | | | | | | | | W-44 |
| Blanc, Leng Blanc, Leng Blanc, Lyang Blanc, Sandee B | | | | | 66 , 62 | /GLG-ZG6 | (613) | Lyon, Aiffed |
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| Leblanc, Terrence Ci 19 954-4976 Ci Mathiw, Lynn Candeep Ci Ci 2008-5845 Ci Ci Ci Ci 2008-5845 Ci Ci Ci Ci Ci Ci Ci C | | | | | | | | |
| Eallanc, Jacques Carl Jack Learner Carl Ja | | | | | | | | |
| Ledlanc, Lacques Leduc, Lacques | | | | | | | | |
| Ledlarc, Linda (613) 954-3763 12, 12 McKenzie, Gorge, Gary Lends, Mairlus, Gandeep (613) 957-8955 44, 54, 29, 65 (613) 944-2949 3, 11, 12 McCabe, Sean (613) 944-2006 37, 11, 12 McCape, Gary (613) 944-2006 37, 11, 12 McCape, Gary (613) 944-0007 37, 12, 12, 12, 12, 12, 12, 12, 12, 12, 12 | | | | | | | | |
| Leblanc, Jacques (613) 944-3056 (713) 944-3056 (713) 944-2006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3006 (713) 944-3066 (713 | 79 , 13 , 45 | 954-7812 | (513) | Mitchell, Duff | | | | |
| Ledsire, Guy A. (613) 944-3056 3.7 (613) 657-8952 4.407 (613) 944-2006 (613) 944-2006 3.7 (613) 944-3004 3.7 | 21 | 954-2991. | (513) | Mineault, Nicole | | 2000 730 | (0 + 0) | |
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| Leduc, Lée Mai Faire, Ciray 947-8767 Leduc, Lée, Wai Faire, Linda Lemidux, Daniel Milliam Leduc, Mair, Gardee, Gary Leduc, Lise Leduc, Lée Mair, Gardee, Gary Leduc, Lise Leduc, Lise Leduc, Lée Mair, Gardee, Gary Leduc, Lise Mackellar, Keith Rocea, Gary Mackellar, Keith Rocea, Gary Mackellar, Keith Rocea, Gary Rochalar, Keith Rochalar, Rochalar, Rochalar Rochalar, | 12, 64, 66 | 0975-146 | (513) | Miller, James | | | | |
| Ledisire, Linda (613) 954-875 (7.8 Michaliszyn, Gerige (7.8) 954-305 (7.8 Michaliszyn, Bernard (613) 954-306 (7.9 Michaliszyn, Gerige (7.19) 964-3093 (7.1 Michaliszyn, Bernard (613) 964-3094 (7.1 Michaliszyn, Betrard (613) 941-375 (7.1 Michaliszyn, Betrard (613) 941-375 (7.1 Michaliszyn, Berny S. B. (613) 941-350 (7.1 Michaliszyn, Betrard (613) 941-375 (7.1 Michaliszyn, Betrard (7.1 Michaliszyn, | 60, 62, 63 | | | | | | | |
| LeBlanc, Jerrence (613) 941-8481 Leduc, Leo R. (613) 967-8952 Leduc, Leo R. (613) 967-8957 Leduc, Leo R. (613) 967-8957 Letinghar, Marry C. (613) 967-8967 Letinghar, Miliam Lettl, Barry S. B. (613) 941-3563 Lettl, Walliam Lettl, Warry S. B. (613) 967-3184 Lettl, Walliam Lettl, Walry S. B. (613) 967-3184 Lettl, Walliam Lettl, Warry S. B. (613) 967-3184 Lettl, Walry S. B. (613) 967-3184 Lettl, Warry S. B. (613) 967-3184 Lettl, Walriam Lettl, Warry S. B. (613) 967-3184 Lettle Warry S. B. (613) 967-9184 Lettle Warry S. B. (613) 967-3184 Lettle Warry S. B. (613) 967-3184 Lettle Warry S. B. (613) 967-3184 Lettle Warry S. B. (| '99 't9 't1 | 1888-1984 | (813) | Mikelsons, Peter | | | | |
| Leblanc, Jerrence (613) 944-8052 40 Matthur, Sandeep (613) 957-8952 40 Matthur, Sandeep (613) 957-8952 40 Matthur, Sandeep (613) 944-2006 37 Matthew, Lynn (613) 944-2006 37 McCabe, Sean (613) 944-2007 37 McCabe, Sean (613) 954-3007 37 McCabe, Sean (613) 954-3007 37 McCabe, Sean (613) 954-8091 37 McCabe, Gary | 9r, 8r, 5 | 7908-796 | (813) | Mihalus, JohnM | | | | |
| LeBlanc, Jerrence (613) 941-8481 LeBlanc, Jerrence (613) 954-4975 Leduc, Léo R (613) 954-2040 Leduc, Léo R (613) 954-2040 Leduc, Lise (613) 941-4253 McCourdy, Genine (613) 944-5097 Leduc, Lise (613) 941-4253 McCourdy, Genine (613) 941-4253 McCourdy, Genine (613) 941-4253 McCourdy, Genine (613) 941-4253 Leduc, Lise (613) 941-4253 McCourdy, Genine (613) | et ,8t ,E | 1408-496 | (613) | Michaliszyn, George A. | | | | |
| Leblanc, Jergence (613) 941-8487 | 7 | 846-8743. | (813) | Meuffels, Saskia F. C | | | | |
| Leblanc, Jerrence (613) 941-8481 Leblanc, Jerrence (613) 964-4975 Leblanc, Lech Guy A. (613) 964-4975 Leclaire, Guy A. (613) 964-2049 McCalloch, Gary (613) 964-609 McCalloch, G | | 954-3169. | (613) | Meek, Eric | | | | |
| Leblanc, Jerrence (613) 941-8481 Leblanc, Jerrence (613) 964-4975 Leblanc, Lechaire, Guy A. (613) 964-4975 Lechaire, Guy A. (613) 964-2949 Lechaire, Lise (613) 964-2969 Lechaire, Guy A. (613) 964-2949 McCuloch, Suzan (613) 964-3068 Lechaire, Linda (613) 964-3068 Lethan, Linda (613) 964-3068 Lethan, Linda (613) 964-3068 Lethan, Bernard (613) 964-1822 McCourdy, Genine (613) 964-6097 | 59 ,82 | 941-3576 | (813) | McNaughton, lan | | | | |
| LeBlanc, Jacques (613) 941-8481 | 59 '92 | 1609-196 | (613) | A .N Y18 M . A | | | | |
| Leblanc, Jacques. (613) 941-8481. Leblanc, Jacques. (613) 964-4975 | | | | McManus, | | | | |
| LeBlanc, Jacques. (613) 941-8487 | 29 '99 '89 '99 | | | | | | | |
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| LeBlanc, Jacques. (613) 941-8481. LeBlanc, Jacques. (613) 964-4975 | | | | | | | | |
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| Le Blanc, Jacques. (613) 941-8481 | 79 '/7 | 1608-496 | (813) | McDougall, Sharon | | . UUZC-408 | (010) | Lee, wai rai |
| Le Blanc, Jacques. (613) 941-8481 Le Blanc, Jacques. (613) 941-8481 LeBlanc, Terrence. (613) 954-4976 Leclaire, Guy A. (613) 944-2006 Leduc, Léo B. (613) 944-2006 McCabe, Sean. (613) 944-2006 Ancouloch, Catherine. (613) 944-2006 Ancouloch, Suzan. (613) 944-3104 Ancouloch, Suzan. (613) 944-2006 Ancouloch, Suzan. (613) 944-4263 Ancouloch, Suzan. (613) 944-4263 Ancouloch, Suzan. (613) 946-0172 | | | | | 99 69 19 01 | 0000 730 | (010) | Lee, ru-unini |
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| Le Blanc, Jacques(613) 941-8481 | 18 | 944-2006. | (619) | Michabe, Sean | 21,11,6 | 0002-400 | (503) | רברומוובי מחל אי יייייייייייייייייייייייייייייייייי |
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| F4 | | | | | 14 | 040-040 0476-040 | (610) | Laurin, ivincingle |
| Laughton, Mary Frances(613) 990-4316 | | | | | | | | |
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| to too too | |
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| 29 '89 '29 | Irving, Glenn(613) 952-3976 |
| Larose, Hubert(613) 954-520326, 64 | 99 79 89 |
| Larivière, Candace (613) 954-5203 26, 64 | Irvine, Sean(604) 666-142919, 32, 50, 51, |
| Larabie, Angie | lp Sze Yuen, Benita(613) 954-3779 |
| Canoy, Louise | |
| Landry, Monique(613) 954-289216 | 1 |
| Landriault, Christine(613) 952-896910, 49, 61, 62 | / |
| Lambie, John(613) 954-2959 | Hunter, Dale(613) 946-873441 Hutchins, John(613) 941-3737 |
| 57, 63, 64, 65 | Hunter, Cynthia(613) 954-304414 Hunter, Dale |
| Lalonde, Philippe(613) 954-321110, 49, 55, 56, | Hunt, Pamela(613) 954-6246. |
| 29 '99 '29 | Hum, Patrick(613) 954-3048H4, 50 |
| Laing, Tanya10, 32, 54, | 85 |
| Lagace, Madeleine(613) 954-186028, 56 | 7 |
| 61 | 66, 59, 60, 613) 954-3345 Hull, Françoise |
| Laflamme, Rose(613) 952-820026 | Hudon, Larry J. C(613) 954-334228, 51, 53, |
| Lacombe, Ginette(613) 954-307719 | Howell, Jennifer |
| Labranche, Suzanne P(613) 954-37962 | 94, 7 |
| La Pointe, Carole(613) 954-088236 | Agoust, Sylvie J 1345-5451 954-5451 613) 954-5451 3255. A30 (513) |
| La Haye, Bonita (Bonnie) (613) 954-3270 | 79, 62, 64, 67 |
| L'Espérance, Francine(613) 954-31303, 36 | Horton, Raymond(416) 954-143014, 30, 56, 57, |
| 7 | 95 |
| | 95.40 the (613) 941-2991 |
| Kumar-Misir, Les(613) 954-289016, 50, 54, 67, 68 | Hohn, Brigitte (416) 973-5001 30 |
| 99 '29 '99 | Hislop, Jessie (403) 292-6409 |
| Krymalowski, Morris(514) 283-782821, 30, 54, | Henry, Reid (780) 495-4415 134 34 |
| Konchak, Richard(613) 954-333327 | Hearn, Patricia(709) 772-486633 |
| Kolker, Rita(416) 954-635816, 30, 55, 60 | Hayes, Michael (613) 954-4266 4266 4266 |
| Косћ, Тћегеза М(613) 954-3341 | Hawthorn, Ginette (613) 941-767. |
| 29' 25' 67' | 7 |
| Knechtel, Karl(613) 952-020521, 53, 57, | 62, 67, 68 |
| Kissner, Kim(613) 946-819941 | Harrison, Sharon(613) 941-356914, 50, 54, 61, |
| Kissner, Brian(613) 954-325826, 53, 55 | 26, 58, 59, 62, 63 |
| Kinsey, Doug(604) 666-141524, 32, 62 | Hardie, Murray(613) 954-303714, 50, 54, 55, |
| King, Martha(613) 941-136210, 58 | Harary, David613) 957-8951 |
| Khandelwal, Suresh(613) 954-307516, 55, 62 | Hamzawi, Nancy (613) 952-1572 Vancy 52, 55 |
| Kenney, Graig | Hall, Charles(613) 952-2433 |
| Kelly, Brad(613) 957-3274 | Halchuk, Donald M(613) 954-3163 |
| Karlsson, Tim(613) 941-224910, 50, 51, 52, 55, 63, 64, 66 | 4162, Baj |
| Kane, Ron(613) 941-8123 | |
| Kaluski, Stefani(613) 952-0222 | н |
| 06 0000,040 (613) iqofot2 iylouloyi | 00 (10 (17: 0001 FCC (010) |
| K | Gulzar, Perwaiz(813) 954-183327, 57, 63 |
| | Guevremont, Denise |
| Lacqueline | Guenter, Doreen (613) 954-376434 Guertin, Steve (613) 944-200937 |
| Johnstone, Karen (613) 946-017340 | 01 |
| Jobb, Cathy (613) 946-1377 42 | Grappolini, Giorgio otto (613) -641-6219 inilogesia |
| 91, 64, 65 | 3:алала, Ron (613) 946-8733 9 5.2 9 6153-140 (613) 946-8733 |
| Jawotski, John(613) 954-103519, 50, 51, 55, 103519, 50, 51, 55, 55, 55, 55, 55, 55, 55, 55, 55 | 04 |
| James, Robert(613) 946-01523, 23, 24, 52, 60 | 300dwin, Leslie C(613) 954-3302 7, 54 |
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| 14, 54, 61, 62, 64 | 6408-436 (81 | Giroux, Yvon(6 | Domokos, Richard J39 954-3057 |
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| 75 | 13) 944-2016 | Giguère, Madeleine(6 | Doherty, Allan (613) 952-247721, 50, 53, 56, 62 |
| 29 ,72 | 13) 954-3783 | Gervais, Ron(6 | 99 '69 '19 '99 |
| 99 '61 | | Gélinas, Éric(6 | Dionne, Sarah(613) 954-303514, 51, 52, |
| 12, 53, 59, 64 | 13) 954-4273 | Gay, Paulette6 | 72,72, nidoA ;lləwpniQ |
| 75 | 1102-446 (81 | 6) daith | Di Gioacchino, Huguette (613) 946-314419 |
| 7 | 1954-3391 | Gallant, Guy O(6 | Di Duca, Pauline613) 941-3356 |
| 14 | 13) 964-2523 | Gagnon, Christiane(6 | Ohanarajata, Natthinee(613) 946-153039 |
| | | 100 | Dewar, Christine12 |
| | | 9 | Deschamps, Line 954-3086 954-3086 |
| 00 (00 () | | | Desaulniers, Pierre(613) 952-9412 |
| 99 89 71 | 13) 624-3118 | Futin, Éric(6 | DePratto, Dave J(613) 954-2871 |
| 85 75 65 06 19 | 3678-882 (41 | Friedman, Irving | Delvecchio, Rocco(613) 941-298339 |
| 08 | 14) 283-1885 | Frenette, Réjean(5) | Delaunière, Margo41 |
| 98 | 13) 941-9191 | Fredericks, Shelley(6 | Delaney, Paul30, 33 |
| 7 6 | 13) 662-1174 | Frankland, Fay(6 | 29 '99 '79 |
| | | Fournier, Lucie | Delaney, Darlene M(613) 954-339312, 49, 51, 61, |
| 29 6 | 13) 941-8535 | 6) Suzanne | Деялу, Јаскіе L(613) 954-33137 |
| 99 '99 '79 | | 0) | Deacon, Stella42 |
| 89 19 86 | 13) 954-5267 | Fortin, Ivy | Deacon, Bruce L(613) 941-6747 |
| 49 '99 '89 '69 '99 | | a) | LS , E Gelto, Dennis P. (£13) 954-2990 A sinnis De Melto, Dennis P. (£13) |
| ,05,49, 30, 49, 50, | | Forest, Hélène(5 | de Maurivez, Maurice(613) 941-7674 |
| 24, 55 | | Forbes, Dale(6 | 6479 lainsd, baniel 19, 6479 leinsd, etoova ad |
| | 9801-986 (81 | Foley, Mark(6 | De Blois, Lucie(613) 957-841728, 59, 60 |
| 79 '99 '49 '19 '89 | | a) | Dauvergne, John(613) 952-22699, 54, 58, 59, 64 |
| | | 6) qilid9 , pnimel7 | 88, 08, et 8913-879 (814) snsi 40, 50, 58 |
| | | Flaherty, Mike(6 | Dalphy, Bryan(613) 946-5797 |
| | | | |
| | | Fiksel, Fred(6 | |
| 29 '19 '09 '61 '71 | 13) 624-1488 | Pife, David | Osigneault, Jean-Claude(514) 283-426516, 30, 60, 63 |
| 79 ,13 ,03 ,64 ,41 | 80) <mark>62-562</mark> (81 | Fields, Glenn(7 Fife, David | |
| 79 ,13 ,03 ,64 ,41 | 80) <mark>62-562</mark> (81 | Pife, David | Daigneault, Jean-Claude(514) 283-426516, 30, 60, 63 |
| 79 ,13 ,03 ,64 ,41 | 80) <mark>62-562</mark> (81 | Faubert, Andrée Fields, Glenn Fife, David | Cusson, Pierre-André(204) 983-4099 |
| 79 ,13 ,03 ,64 ,41 | 80) <mark>62-562</mark> (81 | Fields, Glenn(7 Fife, David | Curtis, Christopher G(416) 973-503412, 30, 62, 68 Cusson, Pierre-André(204) 983-409933 Daigneault, Jean-Claude(514) 283-426516, 30, 60, 63 |
| 75 | 13) 944-2015 13) 944-2012 | Faubert, Andrée(7 Fields, Glenn(7 Fife, David | Currie, Melanie |
| 29 '\text{\frac{1}{2}} \text{\frac{1}{2}} \fr | .13) 954-3505 13) 944-2012 13) 954-1488 1 | Eyford, Brian(8) Faubert, Andrée(7) Fields, Glenn(7) Fife, David(6) | Currie, Heather |
| 89 'b1 '8' '8' '8' '8' '8' '8' '8' '8' '8' '8 | 13) 954-3505 13) 944-2012 13) 944-2012 | Ethier, Charles(6) Eyford, Brian(8) Faubert, Andrée(7) Fields, Glenn(7) Fife, David(6) | 63, 64, 65 Currie, Meather |
| 89 '\(\psi\) 18 '\(\psi\) 18 '\(\psi\) 18 '\(\psi\) 18 '\(\psi\) 19 '\(| 13) 954-3605 13) 954-3505 13) 954-3505 13) 954-3605 | Enns, Emily | Currie, Heather (613) 954-306014, 55, 56, 57, 65, 57, 65, 65, 65, 65, 65, 66, 65, 66, 65, 66, 65, 68, 65 Currie, Melanie |
| 19 '95' 89 '71' 89 '71' 89 '71' 89 '71' 89 '71' 89 '71' 89 '71' 89 '71' | 13) 954-3805 13) 954-3605 13) 954-3505 13) 954-3505 13) 954-3505 | Endemann, Patricia(6 Erns, Emily(6 Éthier, Charles(6 Eyford, Brian(6 Eaubert, Andrée(7 Fields, Glenn(7 Fife, David(7 | 51, 56, 66 Cunningham, Joseph E(613) 954-306014, 55, 56, 57, 65, 57, 65, 57, 65, 57, 65, 57, 65, 57, 65, 57, 65, 57, 65, 57, 65, 68, 65 Currie, Melanie |
| 29 'b1' '8' '89 'b1' '8' '89 'b1' '8' '89 'b1' '8' '8' '89 'b1' '8' '8' '8' '8' '8' '8' '8' '8' '8' ' | 13) 964-3805 13) 954-3605 13) 954-3505 13) 954-3605 13) 954-3605 13) 954-3605 | Emmet, Lori | Craig, Mark |
| 29 '75 '17 59 '71 '8 75 78 '41 '8 78 '41 '8 79 '40 '60 '64 '41 '81 '81 '81 '81 '81 '81 '81 '81 '81 '8 | 13) 964-9176 (13) 941-9176 (13) 954-3605 13) 954-3605 13) 954-3605 13) 954-3605 | Emery, George Emmet, Lori Endemann, Patricia (6) Ethier, Charles (7) Eyford, Brian (6) Fields, Glenn (7) Fields, Glenn (7) Fife, David (6) | Curtie, Mark(613) 941-051539 Craig, Mark(902) 426-995819, 29, 50, 50, 56, 66 Cunningham, Joseph E(613) 954-306014, 55, 56, 57, 65, 57, 65, 57, 61, 613) 954-306014, 55, 56, 57, 62, 68 Currie, Melanie |
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| Bateaux de plaisance Biodiversité Bio-industries – Statistiques Biotechnologie Biotechnologie, Région de l'Ouest Bois, Pallettes et conteneurs Bois, Pallettes et conteneurs Bois, Panneaux Bois, Panneaux Bois, Panneaux Bois traité, Produits Brésil, Technologies environnementales, Protocole d'entente Brésil, Technologies environnementales, Protocole d'entente Bridues en argile Bureau canadien d'échange de technologies sur l'environnement Bureau de la performance environnementale des entreprises canadiennes | Bernard Ouellet Bernard Ouellet Brian Botting John Jaworski Moe Suleiman Mark Craig Sean Irvine Tim Karlsson Ken Montgomery Jeffrey E. Serveau Ken Montgomery Heather Schoemaker John Szabo John Szabo John Szabo John Severidge John Beveridge | 0925-436 (519) 0945-436 (519) |

| | David Fife | 8841-436 (813) |
|--|---|----------------------------------|
| taches | nosqmodT annA | (902) 426-9306 |
| lantique, Stratégie et ateliers sur l'industrie de l'environnement | Mark Craig | (205) 456-9958 |
| lantique, Questions reliées à la région – Sciences de la vie | Anne Thompson | (205) 456-9306 |
| lantique, Calendrier des activités sectorielles – Affaires environnementales | Anne Thompson | (905) 456-9306 |
| lantique, Bulletin de renseignements trimestriel – Affaires environnementales | 1 T T T T T T T T T T T T T T T T T T T | 0000 007 (0007 |
| lantique, Associations de l'industrie de l'environnement | Anne Thompson | (805) 456-9306 |
| the first state of a graph of the consistence of the state of the stat | Hélène Forest | 8997-967 (719) |
| sociations stratégiques, Biotechnologie | Mark Craig | 826-927 (206) |
| sociation européenne de libre échange (AELE) | Lyle Tallon | 1913-559 (519) |
| phalte, Machinerie | Christopher Morris | 0639-739 (813) |
| ie, Technologies environnementales, Protocole d'entente | John Beveridge | 9141-999 (409) |
| | Susan Liu | 7975-426 (813) |
| ie du Sud-Est – Industries de l'automobile et des transports | Amrik S. Rakhra | 8764-146 (813) |
| ticles de voyage (Toronto) | Jan Tremblay | 9205-826 (914) |
| ticles de voyage (Ottawa) | Les Kumar-Misir | (613) 954-2890 |
| ticles de voyage (Montréal) | Raymond Malo | 979-679 (418) 873-5075 |
| ticles de cuir (Toronto) | Jan Tremblay | 9203-526 (819) |
| ticles de cuir (Ottawa) | Les Kumar-Misir | 0514) 283-3970 |
| ticles de cuir (Montréal) | Raymond Malo | 7505-436 (613) |
| moires et plans de travail de cuisine | Heather Schoemaker Murray Hardie | 7808-796 (819) |
| gentine, Technologies environnementales, Protocole d'entente | Ron Woodward | 9868-879 (814) |
| chitectes et architecture | Allan Doherty | 7742-559 (813) |
| luaculture (Ottawa) | Moe Suleiman | 9908-436 (813) |
| luaculture (Halifax) | Mark Craig | 8966-927 (206) |
| et des transports | Angie Larabie | 7628-438 (E13) |
| pplications Internet et produits d'information – Industries de l'automobile | ., ., . | |
| pareils ménagers, Gros appareils (Toronto) | าสก Tremblay | 9708-876 (814) |
| pareils ménagers, Gros appareils (Ottawa) | Alan P. Tunney | (613) 954-2893 |
| pareils ménagers, Gros appareils (Montréal) | Raymond Malo | 0798-883 (418) |
| pareils médicaux, Région de l'Ouest | Sean Irvine | (604) 666-1429 |
| | Mary Boreskie | (613) 952-2022 |
| pareils médicaux | sluoM ənnA | 8702-883 (418) |
| pareillage de commutation électrique | Christopher Morris | 0896-786 (818) |
| EC | ECONOMIQUE ASIE-PACI | |
| ıalyses, Biotechnologie | Mario Perek Voir Organisation de | 8503-679 (414) MOITA 979-6033 |
| nalyse trimestrielle – Produits forestiers, de métal et de construction | Patrick Hum | 8408-426 (819) |
| alyse stratégique – Produits forestiers, de métal et de construction | Sharon Harrison | 8105-146 (819) |
| alyse stratégique – Industries de l'automobile et des transports | Susan Liu | 2978-489 (813) |
| alyse sectorielle – Produits forestiers, de métal et de construction | Ken Montgomery | 8908-439 (813) |
| de métal et de construction | Patrick Hum | 8408-439 (813) |
| alyse économique et statistique – Produits forestiers, | mul Voiston | 8105-190 (619) |
| et de construction | Sandra Charles | 8087-786 (813) |
| alyse économico-statistique – Produits forestiers, de métal | | 222 220 (070) |
| alyse économique – Sciences de la vie | Bob Patterson | (613) 941-2366 |
| alyse économique – Industries de l'automobile et des transports | Susan Liu | (613) 954-3762 |
| eelstamentanee Affaires environnementales | Tim Karlsson | (613) 941-2249 |
| 2000 – Industries de l'automobile et des transports | Rick Chiasson | (613) 954-3224 |
| ignite actions broading to the particular actions of the particular ac | odsz2 ndol | (613) 957-1242 |
| érique Istine, Biotechnologie | John Jaworski | (613) 954-1035 |
| | | |

Index des produits et services du Secteur de l'industrie

John Szabo



Abrasifs

| (613) 952-8969 | Christine Landriault | Amérique centrale, Technologies environnementales (Honduras, Nicaragua, Guatemala, Costa Rica, Le Salvador) |
|----------------|--|--|
| 1126-429 (613) | Philippe Lalonde | Americana, Séries de conférences – Affaires environnementales |
| (514) 283-8820 | Émile Beauchamp | muinimulA |
| (514) 283-3667 | Christian Chouinard | Alternateurs de centrales hydro-électriques |
| (613) 954-3083 | John Arseneau | Alliance canadienne des sciences et des technologies de l'environnement |
| 4613, 954-3134 | lan Leslie | Alliages métalliques, Matériaux de pointe |
| (613) 954-3124 | Brian Botting | Aliments nouveaux |
| 8997-967 (719) | Hélène Forest | Aliments de santé et produits nutraceutiques |
| (613) 954-2962 | Guy Pineault | Alimentation – Secteur des services et grands projets |
| | VOIR ACCORD DE LIBRE NORD-AMÉRICAIN | ALENA |
| 3814-149 (813) | Laura Ouellette | Alberta, Equipe sectorielle de l'environnement |
| 4218-954-3124 | Brian Botting | Agriculture – Sciences de la vie |
| 1664-376 (306) | Robert McKenzie | Agriculture, Cédérom |
| (306) 975-5923 | Bob Bell | 7170 11 1 |
| (613) 952-7399 | Charlotte Ward | Agences de personnel |
| t118-t26 (819) | Paul Belzile | Agence de réglementation de la lutte antiparasitaire |
| (613) 952-9412 | Pierre Desaulniers | Affaires environnementales, Notes d'information |
| 9675-436 (813) | James A. House | Aérospatiale et défense, Rapport de l'enquête statistique |
| (613) 654-3749 | Peter Morse Philip Van Neste | Aérospatiale et défense, Notes d'information |
| (613) 954-2854 | Michael W. K. Lum | Aérospatiale et défense, Matériel de sécurité |
| (613) 954-2956 | Hubert Larose | Aéroports – Secteur des services et grands projets |
| (613) 954-2854 | Michael W. K. Lum | Aéroports – Aérospatiale to défense |
| 8841-436 (813) | 9fi7 bivsQ | Acier, Tuyaux et tubes |
| 8871-756 (819) | 97i7 bivsQ | Acier, Produits plats |
| 8841-436 (513) | 97i7 bivsQ | Acier, Produits longs |
| 8841-436 (813) | 9ìi4 bivsQ | Acier, Fils |
| 613) 954-3393 | Darlene M. Delaney | Accord de libre-échange nord-américain (ALENA) — Industries de l'automobile et des transports |
| (613) 954-3382 | Heather Amys | - (ANELA) nissinārange nord-smērissin (ALENA) Affaires environnementales |
| 9848-436 (813) | Marc Angers | Accord de libre-échange des Amériques (ALEA) / Mercusor – Industries de l'automobile et des transports |
| 9848-436 (819) | Marc Angers | Accord de libre-échange des Amériques (ALA) – libre-échange des fransports l'automobile et des transports |
| (613) 954-3393 | Darlene M. Delaney | Accord de libre-échange Canada-lsraël – Industries de l'automobile et des transports |
| 9878-796 (819) | StagnA StaM | Accord de libre-échange Canada-Chili – Industries de l'automobile et des transports |
| 1913-536 (813) | Lyle Tallon | Accord de libre-échange, Association européenne de libre échange (AELE) – Industries de l'automobile et des transports |
| (613) 954-3124 | Brian Botting | Accès au commerce – Sciences de la vie |
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(613) 957-1242

Gestion de la qualité au sein des associations : Guide pratique sur l'ISO 9000

Élaboré en partenariat avec des associations, d'autres ministères gouvernementaux et des experts de la qualité, ce guide (http://www.associationplace.com/iso) a été spécialement conçu pour les associations qui veulent bénéficier de l'application des normes de gestion de la qualité. Les associations y trouveront de précieux conseils sur les éléments du système de gestion de la qualité ISO 9000, conseils qui leur permettront d'accroître leur productivité et de fournir un meilleur service à leurs membres.

Groupe de travail sur le commerce électronique

Le Groupe de travail (http://com-e.ic.gc.ca) coordonne la préparation d'une stratégie nationale sur le commerce électronique, au Canada et à l'étranger.

Guide des services et des programmes du gouvernement du Canada à l'intention de la petite entreprise 1998-1999

Pour le gouvernement fédéral, la diffusion d'information est l'une des pierres angulaires des efforts déployés pour aider les PME canadiennes. Ce guide (http://strategis.ic.gc.ca/SSGF/mi02983f.html) est l'une des sources d'information les plus utiles sur les programmes et les services gouvernementaux qui sont à la disposition de la petite entreprise.

Plan d'affaires interactif

Le plan d'affaires interactif (http://www.cbsc.org/ibp) utilise les capacités d'Internet afin d'aider les chefs de nouvelles entreprises déjà établies à dresser un plan d'affaires d'une durée de trois ans. Cet outil interactif montre ce qu'il faut intégrer à un plan d'affaires. Il aide à repérer et à récupèrer l'information nécessaire, et donne des conseils quant à la rédaction du plan.

Programme d'accès communautaire

Ce programme (http://pac.ic.gc.ca) aide les collectivités des régions rurales et éloignées du Canada à obtenir un accès public abordable à Internet et à acquérir les compétences qui leur permettront de s'en servir efficacement. Il a pour objectif de favoriser l'essor économique, social et culturel du Canada.

Réseau des entreprises canadiennes

Ce réseau (http://strategis.ic.gc.ca/rec) est une base de données en ligne offrant le profil de dizaines de milliers d'entreprises canadiennes. On peut s'y inscrire facilement et gratuitement. Utilisé dans le monde entier, le Réseau permet de trouver, au Canada, des sources d'approvisionnement, d'éventuels partenaires commerciaux, des clients, des projets conjoints, etc.

Services 2000

Ce site (http://strategis.ic.gc.ca/services2000) side les entreprises canadiennes à exporter et à fournir leurs services partout dans le monde. Il contient de l'information sur divers accords commerciaux internationaux, ainsi qu'un éventail d'outils pour aider les exportateurs de services.

Sources de financement

Sources de financement (http://strategis.ic.gc.ca/sources-f) contient de l'information financière à l'intention des PME ainsi que d'obtenir de l'information objective sur les sources adéquates de financement par emprunt ou par actions qui proviennent des secteurs public et privé.

Produits et services d'Industrie Canada

Voici un aperçu de certains produits et services qu'Industrie Canada offre sur son site Strategis (http://strategis.ic.gc.ca).

Calculatrice des frais bancaires pour PME

La calculatrice (http://strategis.ic.gc.ca/calculatrice) fait partie d'une trousse d'outils préparée par Industrie Canada à l'intention de la petite entreprise. Les utilisateurs sont invités à répondre à un questionnaire interactif afin de dresser leur profil. Ce dernier sert ensuite à déterminer les coûts liés au maintien d'un compte chez 52 fournisseurs de services financiers.

Carrefour des consommateurs

Le Carrefour des consommateurs (http://strategis.ic.gc.ca/BC) fournit aux Canadiens des conseils, un soutien et des renseignements commerciaux précis sur les frais de service, le coût des cartes de crédit, les rappels de produits et les fraudes.

Carte du commerce canadien

La Carte du commerce canadien (http://strategis.ic.gc.ca/bizmap) permet d'obtenir rapidement des renseignements commerciaux internationaux, nationaux, nationaux, provinciaux, territoriaux et municipaux. L'économie canadienne y est décrite comme étant riche en information, axée sur l'exportation et ouverte aux nouvelles technologies.

Centres de services aux entreprises du Canada

Les centres (http://csec.org) offrent des produits et services adaptés aux besoins de la clientèle, afin que celle-ci puisse obtenir des renseignements précis et détaillés sur les entreprises. Ils réduisent la complexité des rapports avec divers paliers de gouvernement en donnant accès, en un seul endroit, à un vaste éventail de services, de programmes et de règlements gouvernementaux.

CONTACT!

CONTACT! (http://strategis.ic.gc.ca/contact-f) est un forum qui permet aux petites entreprises canadiennes et à leurs organismes auxiliaires de se rencontrer, de faire connaissance, de cerner des occasions d'affaires, d'entrer en relation et de forger des partenariats avec des personnes qui, autrement, n'appartiendraient pas à leur réseau de connaissances.

Etapes vers le capital de croissance

Ce produit (http://strategis.ic.gc.ca/croissance) est très utile pour les entreprises canadiennes qui souhaitent se préparer à la venue d'investisseurs ayant à leur disposition du capital de croissance.

ExportSource

ExportSource (http://exportsource.gc.ca) est une mine de renseignements en direct sur l'exportstion, offerts aux entreprises canadiennes qui sont prêtes à exporter ou qui sont débutantes en ce domaine. Le site renferme des statistiques commerciales, ainsi que des renseignements sur les marchés étrangers, le financement des exportations, la logistique de la livraison, les foires commerciales, les missions d'exportation et les sources d'aide.

Foires-info pour la petite entreprise

Les foires-info du gouvernement du Canada (http://foiresinfo-entreprise.ic.gc.ca) présentent une série de produits et de services gouvernementaux qui sont mis à la disposition des petites et moyennes entreprises (PME). Les foires comprennent une conférence à laquelle on peut assister sur invitation, une foire-info ouverte au public et des séminaires sur diverses que et des séminaires sur diverses de la conférence à la conférence à la conférence de la c

questions qui intéressent les PME.

Investissement au Canada

Le Canada continue d'offrir d'excellentes fondations économiques, un accès facile aux marchés et un climat commercial concurrentiel au chapitre des coûts. C'est un endroit idéal pour faire des affaires, investir, prospérer et grandir. Le site investissement au Canada fournit des renseignements importants sur le climat d'investissement au pays. Pour obtenir de plus amples renseignements, aller à l'adresse http://strategis.ic.gc.ca/ias et sélectionner la rubrique « Investir au Canada » dans la liste des Guides d'affaires.

Le détail gagnant

Il s'agit d'un manuel d'auto-évaluation et d'un guide pratique en direct (http://strategis.ic.gc.ca/gagnant) offrant aux détaillants une ressource qui leur permettra d'améliorer leurs activités de vente au détail. Cette ressource vise les exploitants d'entreprise et les gestionnaires.

Répertoire canadien des matériaux de construction

Ce répertoire (http://canadabuild.com) ouvre des portes aux entreprises canadiennes en leur permettant d'accéder à des services dans quatre grandes catégories : préparation à l'exportation; renseignements sur les marchés; conseils en matière d'exportation; et financement international. La fonction « Recherche » permet aux usagers de repérer un produit spécifique et le nom de l'entreprise qui le fabrique. Les entreprises peuvent s'inscrire dans le « Réperfoire canadien des matériaux de construction », qui renferme aussi une liste des produits de construction et de rénovation prêts pour l'exportation.

Répertoires sectoriels dynamiques

Voici une nouvelle façon de publier les répertoires sectoriels dans *Strategis*. A l'aide d'outils qui viennent d'être créés, ces répertoires sont générés de façon dynamique sur les pages d'accueil des secteurs à partir de données sur les entreprises provenant de la base de données du « Réseau des entreprises canadiennes » (REC) qui se trouve dans *Strategis*. Les entreprises peuvent s'inscrire et mettre à jour les renseignements qui les concernent à partir des pages d'accueil des secteurs, et ces changements sont automatiquement apportés aux répertoires dynamiques. Vous pouvez consulter les répertoires disponibles, y compris les répertoires dynamiques en direct, à (http://strategis.ic.gc.ca/rec).

Routetech

Routetech (http://strategis.ic.gc.ca/routetech) fournit des renseignements sur les technologies pour le secteur des métaux et des minéraux. Ce produit s'assortit de capacités de recherche efficace, offre de nombreux liens et offre des renseignements permettant aux entreprises de communiquer avec une multitude d'experts canadiens et internationaux de l'industrie de la transformation des métaux et des minéraux.

Solutions environnementales canadiennes

Ce produit (http://strategis.ic.gc.ca/sec) offre des solutions à des problèmes environnementaux. À l'heure actuelle, il répond à des problèmes industriels touchant l'eau, l'air, le sol, la recherche-développement et l'énergie.

Solutions pour la fabrication de pointe

Cet outil (http://strategis.ic.gc.ca/stp) offre de l'information sur les technologies de fabrication de pointe (TFP) aux acheteurs et aux entreprises qui cherchent des solutions technologiques de pointe à leurs problèmes de fabrication. Le site affiiche les produits et services offerts par les fournisseurs canadiens en matière de TFP, et fait la promotion de près de 1 500 applications produits et services offerts par les fournisseurs canadiens en matière de TFP, et fait la promotion de près de 1 500 applications de TFP qui ont êté adoptées avec succès par des fabricants en vue d'améliorer leur position concurrentielle au pays et à l'étranger.

Stratégies canadiennes pour le commerce international

Ces stratégies sectorielles (http://strategis.ic.gc.ca/sc_mrkti/ibin/trndoc/1b1.html) sont élaborées conjointement par le gouvernement et l'industrie en vue de tirer avantage des débouchés commerciaux mondiaux. Chaque stratégie s'assortit d'un plan de commerce et d'un ensemble d'événements et d'activités de soutien.

Une approche mondiale... Exportez vos services!

Ce produit (http://strategis.ic.gc.ca/uam) montre aux entreprises de services comment étendre leurs activités sur les marchés étangers. Il offre de l'information sur l'exportation des services et la préparation à l'exportation, et aide les entreprises à se préparer à pénétrer le marché international. Le site intéressera aussi les entreprises des autres secteurs.

Cartes routières technologiques

routières technologiques sont en voie d'élaboration pour d'autres secteurs. fabrication, réparation et révision des aéronefs; géomatique; opérations forestières; panneaux dérivés du bois. Des cartes Industrie Canada a élaboré des cartes routières technologiques pour les secteurs suivants de l'industrie canadienne : conception, technologies à l'égard desquelles les entreprises doivent investir aujourd'hui afin de satisfaire aux besoins futurs du marché. Grâce aux cartes routières technologiques (http://strategis.ic.gc.ca/crt), Industrie Canada aide le secteur privé à repérer les

Diffusion de la technologie dans le secteur des services

électronique sur le service à la clientèle et sur le niveau de satisfaction des utilisateurs de ces technologies. conclusions de l'enquête de 1996 de Statistique Canada concernant les répercussions du recours aux technologies du commerce et les initiatives gouvernementales susceptibles de promouvoir l'utilisation de ces technologies. De plus, le rapport résume les technologies liées au commerce électronique sont utilisées; facteurs qui retardent l'application de technologies additionnelles; Ce rapport (http://strategis.ic.gc.ca/SSGE/sc01639f.html) aborde, entre autres, les questions suivantes : comment et où les

Equipes Commerce Canada des secteurs

Canada (http://exportsource.gc.ca/TT/ST.HTM): missions commerciales; et les activités de jumelage. Les secteurs suivants participent à l'initiative d'Equipe Commerce mentionnons l'information sur les marchés visés; les renseignements sur les débouchés commerciaux; les foires et entreprises le soutien dont elles ont besoin pour réussir sur le marché mondial. Parmi les activités et services offerts, Grâce à une vaste gamme de renseignements et de services, les partenaires d'Equipe Commerce Canada offrent aux

- · Produits de construction
- · Produits en matière plastique
- Technologies de l'information et télécommunications
- Santé Technologies de pointe : fabrication
- · Services et projets d'immobilisation

- Aérospatiale et défense
- elidomotuA · Agriculture, aliments et boissons
- e Bio-industries
- Environnement
- Matériel et services d'énergie électrique

ETAPES vers la compétitivité

en leur montrant ce qu'elles doivent faire pour améliorer leur compétitivité. les problèmes et les besoins des entreprises en quête de croissance. Ce produit d'information aide ces entreprises à grandir Ce site (http://strategis.ic.gc.ca/etapes) renferme de nombreux outils interactifs d'auto-évaluation et de diagnostic axés sur

Feuille de route pour le développement des projets internationaux

à préparer efficacement des propositions pour la mise en œuvre de grands projets d'immobilisations internationaux. Cette feuille de route (http://strategis.ic.gc.ca/trdpi) fournit de l'information aux exportateurs canadiens afin de les aider

Guide de la vente au détail sur Internet

à réaménager pour la seconde, la troisième ou la quatrième fois leur site Internet. veulent savoir pourquoi fout le monde s'intéresse à Internet; envisagent la possibilité d'établir un site Internet; ou se préparent entreprises à prendre des décisions stratégiques en ce qui concerne Internet. C'est un outil précieux pour les détaillants qui Ce guide (http://strategis.ic.gc.ca/magasinage) vise à aider les détaillants canadiens exploitant de petites et moyennes

Guide des industries canadiennes

respecte la Classification type des industries de Statistique Canada. l'industrie, les tendances, le financement, l'exportation, les foires commerciales et bien plus encore. La présentation du guide Ce guide (http://strategis.ic.gc.ca/gic) permet d'obtenir de l'information sur des entreprises, des personnes-ressources de

Produits et services du Secteur de l'industrie

pour les aider à accroître leur avantage concurrentiel. d'Industrie Canada contribue à cette renommée en offrant aux secteurs industriels canadiens des produits et services innovateurs L'industrie canadienne est reconnue dans le monde entier pour sa détermination à poursuivre l'excellence. Le Secteur de l'industrie

par Secteur, à l'adresse http://strategis.ic.gc.ca/ias on peut accéder à ces services ou obtenir plus d'information en consultant la bibliothèque d'affaires virtuelle, Information d'affaires Le présent document résume la plus récente gamme de produits et services du Secteur de l'industrie. Dans la plupart des cas,

entreprises de services professionnels Assurance de la qualité des services : Un guide de travail sur l'ISO 9000 pour les petites

à adhèrer au programme d'assurance de la qualité qui fait autorité dans le monde. Os guide pratique et simple (http://strategis.ic.gc.ag.si.ca/isoguide) sider les petifes entreprises de services professionnels

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commercialisation en ligne et intégration avec d'autres fonctions commerciales. suivants : conception efficace de site, commerce électronique, meilleures pratiques touchant Internet, recherche concurrentielle, applications, les pratiques et les enjeux les plus récents en ce qui concerne l'Internet. Parmi les sujets traités, mentionnons les Cette ressource en ligne (http://strategis.ic.gc.ca/avantagenet) vise à aider les entreprises canadiennes à mieux comprendre les

Bureau de la performance environnementale des entreprises canadiennes

regroupant plus de 30 organismes. canadiennes à améliorer leur performance environnementale. C'est le fruit d'un partenariat entre les secteurs public et privé, Ce bureau (http://virtualoffice.ic.gc.ca/bepo) est un guichet unique d'information et de services qui aide toutes les industries

Bureau virtuel de l'industrie environnementale

les ressources humaines, la recherche-développement, les marchés national et intérnational, l'investissement et le financement. lui offrant un accès intégré rapide et facile aux grands fournisseurs ou aux sources d'information, de services et de conseils sur l'industrie, les chercheurs et les associations. Il favorise la croissance et le développement de l'industrie environnementale en Le bureau virtuel (http://virtualoffice.ic.gc.ca) est le fruit d'un partenariat unique entre tous les paliers de gouvernement,

Cadres de compétitivité sectorielle

publié pour chacun des secteurs suivants : leurs points faibles, ainsi que les secteurs qui offrent un potentiel de croissance et de création d'emplois. Un document a êté Ces documents (http://strategis.ic.gc.ca/ccs) dressent un profil détaillé de diverses industries et présentent leurs points forts et

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Aperçu

gestion ainsi qu'un plan de travail en dix points, lequel sera élaboré en collaboration avec les partenaires intéressés. cadre, un nouveau comité consultatif fondé sur une large assise, le renforcement des activités interministèrielles de La nouvelle Stratégie canadienne en matière de biotechnologie du gouvernement fédéral prévoit une nouvelle politique

et participer à un dialogue ouvert et transparent sur les enjeux de la biotechnologie. de santé liées à la biotechnologie. Le CCCB offrira aussi aux Canadiens une tribune où ils pourront faire valoir leur opinion aspects éthiques, sociaux, économiques, scientifiques, réglementaires et environnementaux, ainsi que sur les questions d'une table ronde indépendante composée d'experts ayant pour mandat de conseiller les ministres concernés sur les Le nouveau comité consultatif, qui a pour nom le Comité consultatif canadien de la biotechnologie (CCCB), prend la forme

et organismes du gouvernement fédéral. John Manley, supervisera la Stratégie et s'occupera des questions communes aux mandats des divers ministères Environnement, Industrie, Pêches et Océans, Ressources naturelles et Santé), gérée par le ministre de l'Industrie, Une équipe de sept ministres (Affaires étrangères et Commerce international, Agriculture et Agroalimentaire,

sous-ministre adjoint, Direction générale de la protection de la santé, à Santé Canada. de la Stratégie. Le directeur exécutif relève du sous-ministre adjoint, Secteur de l'industrie, à Industrie Canada et du Un secrétariat a été mis sur pied pour soutenir le CCCB et les nouvelles structures interministérielles de coordination

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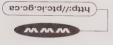
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Aperçu

du spectre, des technologies de l'information et des télécommunications. communications est intégrée à ce guide en raison de ses liens avec le Secteur de l'industrie. Elle fait partie du Secteur Bien qu'elle ne fasse pas partie du Secteur de l'industrie, la Direction générale des technologies de l'information et des

organise des campagnes sectorielles et est chargée de réaliser les programmes et d'offrir les services liés à ces campagnes. politiques, de technologie et d'investissement. Elle met en œuvre des programmes de recherche-développement (R-D), communications (TIC) au Canada grâce à des activités en matière d'analyse commerciale, de commerce, de défense des La Direction générale est déterminée à augmenter la compétitivité des industries des technologies de l'information et des

l'industrie des TIC. des domaines tels que la qualité, les normes et la commercialisation internationale, et favorise les alliances stratégiques pour Canada des activités à valeur ajoutée de multinationales. En outre, elle appuie les travaux des associations industrielles dans La Direction générale élabore des stratégies et met en œuvre des programmes promotionnels afin d'attirer et de maintenir au

produits sont publiés sur Strategis. données sur les possibilités et les sources de financement, ainsi que des sondages et des statistiques sur l'industrie. Tous ces de marché, un centre d'information pour les initiatives de réseautage, des profils sur les capacités des entreprises, une base de et moyennes entreprises aux renseignements commerciaux sur les marchés. Les produits et services comprennent les études Direction générale, mentionnons la mise au point de produits et de services d'information visant à améliorer l'accès des petites promouvoir des fournisseurs de services Internet et de commerce électronique au Canada. Parmi les principales activités de la du Réseau canadien d'avancement pour la recherche, l'industrie et l'enseignement (CANARIE) et lance des initiatives servant à d'exportation et la technologie des autres pays. Elle joue un rôle de premier plan dans le secteur public quant au programme des télécommunications et elle aide les industries canadiennes de l'information et des communications à évaluer les marchés La Direction générale fait également valoir les intérêts du Canada au chapitre de l'expansion du commerce multilatéral et bilatéral

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Centre des occasions d'affaires internationales

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Aperçu

éventuels de produits et de services sur les marchés étrangers. générales du Secteur de l'industrie, d'autres ministères fédéraux et le secteur privé pour trouver des fournisseurs Le Centre fait appel à des bases de données électroniques et aux nombreux rapports qu'il a établi avec les directions ciaux à l'étranger aux intérêts des entreprises canadiennes, principalement les petites et moyennes entreprises (PME). occasions d'affaires internationales à Ottawa afin d'associer les occasions d'affaires proposées par les délégués commer-Industrie Canada et le ministère des Affaires étrangères et du Commerce international ont mis sur pied le Centre des

par téléphone avec des fournisseurs éventuels et en discutant avec eux en détail d'occasions particulières. l'information exacte et en temps opportun au sujet des occasions d'affaires sur les marchés étrangers en communiquant plus de 12 000 occasions d'affaires dans le monde entier. Le personnel du Centre offre aux entreprises canadiennes de Depuis sa fondation en septembre 1995, le Centre a communiqué avec plus de 25 000 entreprises canadiennes concernant

l'occasion d'affaires ou directement vers l'acheteur étranger. Les entreprises intéressées et capables de satisfaire aux exigences sont aiguillées vers le délègué commercial qui a relevé

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Le Bureau travaille en étroite collaboration avec les autres unités ministérielles en vue d'améliorer le milieu de travail et d'aider les employés à atteindre un équilibre entre leur vie professionnelle et leur vie personnelle. Le Bureau facilite par ailleurs le perfectionnement professionnel des femmes dans les secteurs où celles-ci sont nettement sous-représentées et il aide les employés de soutien (dont 80 p. 100 sont des femmes) à faire la transition vers une carrière professionnelle.

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Aperçu

afin d'acheminer aux industries canadiennes les produits et services du Secteur de l'industrie. relèvent de plusieurs secteurs, fait le lien avec les autres ministères et organismes et met sur pied de nouveaux moyens adjoint et aux autres directions générales du Secteur de l'industrie. La Direction générale s'occupe de questions qui La Direction générale des services de coordination et de gestion offre des services généraux et spécialisés au sous-ministre

Breffage et gestion stratégique

- planification et analyse stratégiques
- recherche, préparation d'ébauche et rédaction (documents d'information et correspondance)
- affaires parlementaires
- gestion des dossiers de nature délicate
- soutien aux conseillers spécialisés pour le commerce; l'investissement; le marché et le développement
- durable; la connectivité et l'innovation; les compétences

Coordination, planification et gestion des programmes

- gestion des programmes de contribution
- administration des remboursements
- analyse politique et économique
- planification et coordination
- préparatifs d'urgence
- gestion des projets de grande envergure et à retombées horizontales

Services de marketing et d'information

- plans strategiques de marketing, gestion de produits electroniques et services de communication
- soutien en analyse des produits d'information
- présentations audiovisuelles et multimédias
- expositions, foires commerciales, foires-info et coordination d'événements spéciaux
- développement des ressources humaines et conseils sur les pratiques exemplaires conseils et études sur l'image de marque et les normes du Secteur de l'industrie

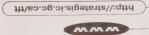
- Finances, administration et services spéciaux
- administration générale
- finances
- services spéciaux

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Projet de connectivité des entreprises manufacturières

Ce projet a pour but de sensibiliser davantage les entreprises canadiennes de la fabrication à la connectivité et de leur donner des conseils sur l'adoption de normes au Canada (http://strategis.ic.gc.ca/tabrication_connexite) passe en Résultats d'une étude sur l'adoption des normes au Canada (http://strategis.ic.gc.ca/tabrication_connexite) passe en revue les utilisations actuelles et prévues de la collaboration électronique entre plus de 400 fabricants canadiens.

Projet sur le rendement dans la fabrication

Dans le cadre de ce projet, on examine les niveaux actuels de productivité et on cherche à inciter le secteur de la fabrication à adopter des technologies qui lui permettront d'améliorer sa compétitivité.

Rapport sur le Canada et les producteurs d'énergie indépendants

Le rapport (http://strategis.ic.gc.ca/55GF/ep01178f.html) présente le compte rendu des délibérations d'un atelier sur la capacité canadienne de répondre aux besoins des producteurs d'énergie indépendants, qui a eu lieu à l'ambassade canadienne à Washington (D.C.), les 26 et 27 janvier 1998.

Réseau des entreprises du secteur de l'électricité

Le document *Matériel et services d'energie électrique*, dont la dernière publication date de janvier 1998, présente un profil des entreprises du secteur, leurs principaux produits et services ainsi que leurs coordonnées (adresses postale et Internet, numéros de téléphone et de télécopieur) (http://strategis.ic.gc.ca/SSGF/ep012001.html).

Site Web d'Équipe Commerce Canada pour les TFP

Le site Web d'Equipe Commerce Canada des technologies de fabrication de pointe (http://exportsource.gc.gx/TICSF.HTM) sert à appuyer les activités consistant à promouvoir les exportations des entreprises canadiennes, grâce à la diffusion de renseignements sur les marchés cibles, les possibilités d'affaires, les foires et missions commerciales ainsi que les activités de jumelage.

Site Web sur le matériel et les services d'énergie électrique

Cette série de pages interactives (http://strategis.ic.gc.ca/electrique) présente des renseignements sur le secteur du matériel et des services d'énergie électrique, et notamment des répertoires sur les entreprises et les produits de plus de 700 entreprises canadiennes, ainsi que des liens vers des sites connexes de l'industrie, des gouvernements et des services publics. On y trouve également des liens sur le changement climatique et le nouveau site interactif de l'Équipe Commerce Canadia, dont l'un des principaux éléments est un réseau virtuel de plus de 150 personnes.

Solutions pour la fabrication de pointe (SFP)

Cet outil (http://strategis.ic.gc.ca/sfp) offre de l'information sur les technologies de fabrication de pointe (TFP) aux acheteurs et aux entreprises qui cherchent des solutions technologiques de pointe à leurs problèmes de fabrication. Le site met en vedette les produits et services offerts par les fournisseurs canadiens en matière de TFP, et fait la promotion de près de 1500 applications de TFP que des fabricants ont adoptées avec succès en vue d'améliorer leur position concurrentielle, au pays et à l'étranger.

Pour de plus amples renseignements

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Direction générale des technologies de fabrication et de transformation

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Aperçu

La Direction générale des technologies de fabrication et de transformation est responsable des technologies de fabrication de pointe; de l'équipement et des technologies l'électricité et à l'énergie, y compris à l'énergie nucléaire; des secteurs de l'équipement et du raffinage du pétrole et de l'équipement d'exploitation du pétrole et du gaz; ainsi que des secteurs de l'équipement et des technologies d'exploitation des ressources naturelles, lesquels englobent notamment les industries de l'agriculture, des fechnologies d'exploitation minière, des pâtes et papiers, de l'équipement lié aux matières plastiques, de l'exploitation forestière, de l'exploitation minière, des pâtes et papiers, de l'équipement lié aux matières plastiques,

de l'outillage pour machines, du matriçage et du moulage.

Plus précisément, la Direction générale s'occupe :

- d'encourager l'innovation et la diffusion technologiques au sein de l'industrie canadienne afin de stimuler la croissance économique et de créer des emplois
- d'accroître la compétitivité et la productivité des industries canadiennes de la fabrication et de la transformation en favorisant l'acquisition par ces dernières de capacités d'échange de données électroniques et la disponibilité
- de ressources humaines competentes d'accroître la participation de l'industrie à des projets et à des possibilités d'affaires à l'échelle internationale grâce à des équipes d'Équipe Commerce Canada dans les secteurs de l'équipement et des services énergétiques et de la fabrication de pointe, et à maintenir des équipes commerciales nationales dans les secteurs des technologies

Par l'entremise des équipes commerciales, la Direction générale adopte une approche sectorielle pour le développement, la planification et la mise en œuvre des échanges commerciaux. Elle concentre ses efforts sur les moyens d'attirer et de retenir les investissements et elle cherche à promouvoir l'innovation technologique et l'adoption de technologies habilitantes.

Nos produits

Carte routière technologique de l'énergie électrique

applicables au pétrole, au gaz, à l'agriculture et aux océans.

Ce document (http://strategis.ic.gc.ca/crt) analyse des technologies dans lesquelles les entreprises doivent investir dès aujourd'hui pour pouvoir offrir les produits qui seront en demande à l'avenir.

Cédéroms sur l'agriculture (matériel, services et technologie)

Il s'agit d'une base de données consultable renfermant de l'information sur les entreprises canadiennes engagées dans la fabrication ou la fourniture de matériel, de services et de technologies agricoles.

Cédéroms sur les sables bitumineux, sur le matériel d'exploitation du pétrole et du gaz en haute mer et sur les services et la technologie d'exploitation du pétrole et du gaz en milieu terrestre

Ces cédéroms offrent aux utilisateurs de produits et d'équipement du secteur du pétrole et du gaz une liste exhaustive du matériel et des services offerts par les fabricants canadiens.

Senneibenes canadiennes

Ce guide (http://strategis.ic.gc.ca/gic) offre de l'information sur les entreprises, les personnes-ressources de l'industrie, les tendances, le financement, l'exportation, les foires commerciales et bien plus encore. L'organisation des industries manufacturières contenues dans le guide respecte la Classification type des industries de Statistique Canada.

L'énergie électrique : une spécialité canadienne – L'industrie canadienne de production d'énergie électrique au service de l'Amérique latine

Ce rapport présente un survol de l'industrie canadienne de production d'énergie électrique et met en lumière certaines des principales compétences canadiennes dans ce domaine. Ce rapport est offert en version électronique à http://napoleon.ic.gc.ca/ttcelectrical (sélectionner français ou anglais, puis renseignements sur la compétitivité, suivi de publique et de autres).

Le détail gagnant

Dennis P. De Melto

Il s'agit d'un manuel d'auto-évaluation et d'un guide pratique (**http://strategis.ic.gc.ca/gagnant**) visant à procurer aux détaillants une ressource qui leur permettra d'améliorer leurs activités de vente au détail. Cette ressource vise les exploitants d'entreprise et les gestionnaires.

Une approche mondiale... Exportez vos services!

Ce produit (http://strategis.ic.gc.ca/uam) montre aux entreprises de services comment étendre leurs activités sur les marchés étrangers. Il offre de l'information sur l'exportation des services et la préparation à l'exportation, et aide les entreprises à se préparer à pénêtrer le marché international. Le site intéressera aussi les entreprises des autres secteurs.

Pour de plus amples renseignements

des services et grands projets

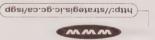
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Direction générale du secteur des services et grands projets

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Aperçu

La Direction générale du secteur des services et grands projets tient une base de connaissances sur le secteur des services et les industries participant à de grands projets nationaux et internationaux.

La Direction générale se concentre sur le secteur des services commerciaux, professionnels, de distribution et de marketing, ainsi que sur le secteur des grands projets dans des domaines tels que le génie-conseil, l'architecture et la construction.

La Direction générale aide le secteur canadien des services à augmenter sa compétitivité à l'échelle nationale et internationale en fournissant des renseignements sur les secteurs et les marchés et en défendant les décisions politiques du gouvernement qui favorisent une compétitivité accrue. Grâce à des partenariats, la Direction générale travaille avec le secteur privé en vue d'élaborer des stratégies commerciales ainsi qu'avec différentes associations industrielles pour développer des produits

d'information répondant aux besoins de leurs membres.

Nos produits

Assurance de la qualité des services : Un guide de travail sur l'ISO 9000 pour les petites entreprises de services professionnels

Il s'agit d'un guide pratique et simple (**http://strategis.ic.gc.ca/isoguide**) visant à aider les petites entreprises de services professionnels à adhèrer au programme d'assurance de la qualité qui fait autorité dans le monde.

Cadres de compétitivité sectorielle

Ces documents (http://strategis.ic.gc.ca/ccs) fournissent de l'information détaillée sur les diverses industries, tout en relevant leurs forces et leurs faiblesses, ainsi que les domaines possibles de croissance et de création d'emplois. Des Cadres ont été publiés sur le génie-conseil, les services d'éducation et de formation, la géomatique, les conseils en gestion, la construction et l'architecture.

Diffusion de la technologie dans le secteur des services

Ce rapport (http://strategis.ic.gc.ca/SSGF/sc01639f.html) aborde, entre autres, les questions suivantes : où et comment les technologies liées au commerce électronique sont utilisées; les facteurs qui retardent l'application de technologies additionnelles; et les initiatives gouvernementales susceptibles de promouvoir l'utilisation de ces technologies. De plus, le rapport résume les conclusions de l'enquête de 1996 de Statistique Canada concernant les répercussions du recours aux technologies du commerce électronique sur le service à la clientèle et sur le niveau de satisfaction des utilisateurs de ces technologies.

ÉTAPES vers la compétitivité

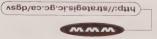
Ce site (http://strategis.ic.gc.ca/etapes) renferme de nombreux outils interactifs d'auto-évaluation et de diagnostic axés sur les problèmes et les besoins des entreprises en quête de croissance. ÉTAPES vers la compétitivité aide ces entreprises à prendre de l'expansion en leur montrant ce qu'elles doivent faire pour améliorer leur compétitivité.

Feuille de route pour le développement de projets internationaux

Ce document (http://strategis.ic.gc.ca/frdpi) fournit de l'information aux exportateurs canadiens afin de les aider à préparer des propositions gagnantes pour la mise en œuvre de grands projets d'immobilisation internationaux.

Guide de la vente au détail sur Internet

Ce guide (http://strategis.ic.gc.ca/magasinage) aide les détaillants canadiens exploitant de petites et moyennes entreprises à prendre des décisions stratégiques en ce qui concerne Internet. C'est un outil des plus utiles pour les détaillants qui veulent savoir pourquoi tout le monde s'intéresse à Internet; qui envisagent la possibilité d'établir un site Internet; ou qui se préparent à réaménager pour la seconde, la troisième ou la quatrième fois leur site Internet.



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Zimmerman, Darlene Analyste des politiques

Publications

de l'industrie, Information d'affaires par secteur, à http://strategis.ic.gc.ca/ias: On peut obtenir les publications suivantes en version électronique dans la bibliothèque virtuelle sur les affaires du Secteur

- Le Sixième rapport du Comité consultatif national de la biotechnologie portent sur les bio-industries, les produits pharmaceutiques et la télésanté (http://strategis.ic.gc.ca/ccs) enjeux auxquels sont confrontés les secteurs et sur les débouchés d'affaires, au Canada et à l'étranger. Les Cadres publiés • Les Cadres de compétitivité sectorielle : Analyses industrielles de secteurs à fort potentiel de croissance, axées sur les
- Le bulletin BioTech Times

Stratégie d'investissement dans les sciences de la vie

et de sensibiliser davantage le milieu international aux avantages que présente le Canada sur le plan des investissements. Cette stratégie a pour objectifs de préserver et d'accroître les investissements existants, d'attirer de nouveaux fonds au Canada

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Direction générale des sciences de la vie

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Aperçu

La Direction générale des sciences de la vie encourage la croissance et le développement responsable du secteur des sciences de la vie, notamment les industries de la santé et de la biotechnologie. La Direction générale offre une expertise sectorielle pour tout ce qui concerne les produits pharmaceutiques, les appareils médicaux, les services de santé et la biotechnologie, à savoir la biopharmacologie, l'agrobiotechnologie, la biotechnologie environnementale, la biotechnologie minière et la bioénergie.

Le rôle principal de la Direction générale est de représenter l'industrie et de défendre ses intérêts de façon responsable et raisonnable dans les tribunes nationales et intérnationales (p. ex., l'Organisation de coopération et de développement économiques) afin de faire avancer les intérêts stratégiques des industries canadiennes de la santé et de la biotechnologie. La Direction générale mène l'élaboration des politiques de développement industriel visant à améliorer la compétitivité des industries canadiennes des sciences de la vie sur la scène internationale.

En ce qui a trait à l'élaboration et à l'analyse des politiques, le rôle de la Direction générale est de rendre le contexte des affaires et des investissements plus favorable, et d'améliorer la croissance industrielle grâce à l'innovation, à la diffusion des fechnologies, au développement durable et à un meilleur accès au commerce. La Direction générale joue également un rôle de leader en matière de commercialisation en appliquant des stratégies sectorielles ciblées, dans le cadre de la Stratégie canadienne en matière de biotechnologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme Partenariat technologie, et en offrant des conseils stratégiques au programme
La Direction générale se sert de son travail analytique pour produire les Cadres de compétitivité sectorielle et d'autres documents de recherche, dont les renseignements sur les marchés et l'analyse économique faciliteront la prise de décisions commerciales et stratégiques éclairées, au sein du gouvernement comme à l'extérieur.

Au nombre des initiatives de la Direction générale, mentionnons :

- la défense des intérêts dans certains dossiers touchant la réglementation, comme l'efficacité du processus d'examen de la réglementation des produits et le suivi de l'examen du projet de loi C-91 (qui modifie la Loi sur les brevets)
- l'établissement d'un protocole sur la biosécurité en application de la Convention sur la biodiversité
- les stratégies et activités de développement du commerce et de l'investissement, notamment la mise au point du volet de la Stratégie canadienne pour le commerce international visant les industries de la santé et de la
- une Équipe Commerce Canada pour l'industrie de la santé et une Équipe Commerce Canada pour l'industrie
 de la biotechnologie, en vue d'améliorer le rendement commercial, ainsi que l'organisation d'une Table ronde
 sur l'investissement dans les sciences de la vie, orientée vers l'exploitation des possibilités d'investissement
- la communication à l'industrie, au moyen du site Web *Strategis*, de renseignements sur le commerce, l'investissement, la réglementation, la technologie et les personnes-ressources de chaque secteur.

En partenariat avec l'industrie, la Direction générale s'efforce d'encourager l'établissement de liens entre les réseaux du secteur privé et les principaux ministères et organismes fédéraux et provinciaux.

Nos produits

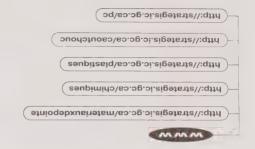
Carte routière technologique de l'imagerie médicale

Les cartes routières technologiques (http://strategis.ic.gc.ca/crt) déterminent les technologies indispensables dans l'industrie pour répondre aux besoins du marché dans cinq ou dix ans. La Carte routière technologique de l'imagerie médicale permettra d'identifier les domaines de l'imagerie médicale où les entreprises canadiennes pourront faire valoir leur avantage concurrentiel d'identifier les domaines de l'imagerie médicale où les entreprises canadiennes pourront faire valoir leur avantage concurrentiel

sur la scène internationale.

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et de consommation Direction générale des produits industriels

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Aperçu

questions de développement durable. et cherche à s'assurer que le mécanisme d'élaboration de politique du gouvernement tient compte de la compétitivité et des tionales et d'activités promotionnelles. De plus, elle établit des alliances avec les associations et les entreprises de l'industrie pour usage récréatif). La Direction générale s'occupe de l'élaboration de politiques commerciales, de négociations internaet des produits de consommation (l'accent étant sur les textiles, l'habillement, les meubles, les articles de sport et les produits stratégique aux entreprises dans les industries des matériaux de pointe, des produits chimiques, des plastiques, du caoutchouc La Direction générale des produits industriels et de consommation fournit des renseignements d'affaires et de l'information

et en préconisant des décisions de politique qui stimulent une plus grande compétitivité. seignements sur les secteurs et les marchés, en favorisant l'utilisation de la technologie et du commerce électronique, Elle aide également les clients de l'industrie à élargir leur accès aux marchés intérieurs et mondiaux en fournissant des ren-La Direction générale défend les questions concernant l'environnement et soutient les initiatives des ressources humaines.

Nos produits

Renseignements commerciaux, profils de l'industrie, rapports d'analyses comparatives

- http://strategis.ic.gc.ca/materiauxdepointe
- http://strategis.ic.gc.ca/chimiques
- http://strategis.ic.gc.ca/plastiques
- http://strategis.ic.gc.ca/caoutchouc
- http://strategis.ic.gc.ca/pc

Cadres de compétitivité sectorielle

industriels, des produits en matière plastique, de l'habillement et des meubles de maison (http://strategis.ic.gc.ca/ccs). doivent faire face ainsi que les occasions qui s'offrent à eux. Les cadres sectoriels déjà publiés traitent des produits chimiques dialogue entre le secteur privé et le gouvernement sur la façon d'aborder les enjeux auxquels les clients des industries et identifient les perspectives de croissance et de création d'emplois. Ils fournissent un point de départ pour engager le Ces documents sont des profils détaillés de l'industrie, qui mettent en valeur les forces et les faiblesses des secteurs industriels

Le Bulletin d'information des plastiques et la circulaire des matériaux de pointe

et les possibilités commerciales (http://strategis.ic.gc.ca/materiauxdepointe et http://strategis.ic.gc.ca/plastiques). Ces bulletins électroniques ont pour but d'informer l'industrie des dernières nouvelles concernant les questions importantes

Pour de plus amples renseignements

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http://strategis.ic.gc.ca/ias

Routetech

et des minéraux. à communiquer avec de nombreux experts canadiens et internationaux de l'industrie de la transformation des métaux des minéraux. Ce produit s'assortit de capacités de recherche efficaces, offre de nombreux liens et peut aider les entreprises Routetech (http://strategis.ic.gc.ca/routetech) fournit des renseignements sur les technologies du secteur des métaux et

Pour de plus amples renseignements

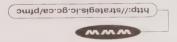
Titre

de métal et de construction

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Direction générale des produits forestiers, de métal et de construction

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Aperçu

La Direction générale des produits forestiers, de métal et de construction s'est donnée pour mission de diriger l'élaboration et la concrétisation de services et de produits destinés à l'industrie et au gouvernement afin de promouvoir une croissance économique durable.

La Direction générale centre ses activités sur le commerce, l'innovation et la connectivité, y compris le commerce électronique. Elle s'attache également à promouvoir tous les avantages du Canada auprès des investisseurs canadiens et étrangers.

Sur le plan de l'innovation, la Direction générale concentre ses activités sur le changement climatique, les cartes routières technologiques, ainsi que l'élaboration de l'application de stratégies visant à promouvoir une augmentation de la valeur ajoutée dans le secteur des ressources.

Grâce à ses sites Internet concernant les produits métalliques et forestiers, la Direction générale s'efforce d'élargir les bases de données des clients ainsi que de produire et de distribuer de nouveaux produits d'information stratégique pour promouvoir la connectivité, par exemple Routetech. En même temps, elle contribue à une stratégie de commerce électronique en faisant une promotion active de ce concept auprès de ses industries clientes.

Afin d'encourager une hausse des investissements des multinationales canadiennes et étrangères, la Direction générale appuie des campagnes sectorielles et le Programme de jumelage des sous-ministres en établissant des stratégies pertinentes et des produits d'information fondés sur une analyse de la concurrence et des renseignements connexes.

En ce qui concerne le commerce, la Direction générale continue de soutenir et de renforcer les Équipes sectorielles commerciales Canada (les ESCC) des produits de construction et leur groupe de travail connexe dans chaque pays. Elle appuie les ESCC en donnant aux entreprises prêtes à l'exportation un accès aux produits d'information et aux services dont celles-ci ont besoin, et elle encourage un accès constant au marché en maintenant une participation aux organismes de commerce international.

La Direction générale compte sur sa capacité d'établir des partenariats efficaces avec des intervenants clés – les autres ministères et l'industrie – afin de promouvoir une plus grande coordination et une meilleure gestion de ses activités.

Nos produits

Bulletins d'information trimestriels

Industrie Canada publie des bulletins d'information sur l'industrie des maisons préfabriquées, des armoires de cuisine, des fenêtres et des portes.

Equipe Commerce Canada des matériaux de construction

Oette équipe travaille à accroître les exportations canadiennes de matériaux de construction et à faire en sorte que l'industrie soit reconnue à l'échelle mondiale. L'équipe fournit des renseignements sur les marchés cibles et sur les occasions d'affaires, et organise des missions et foires commerciales ainsi que des événements de jumelage (http://forestindustries.com/ttc).

Répertoire canadien des matériaux de construction

Le répertoire (http://canadabuild.com) ouvre des portes aux entreprises canadiennes en leur permettant d'accéder à des services dans quatre domaines clés : préparation à l'exportation, renseignements sur les marchés, conseils en matière d'exportation, et financement international. La fonction Recherche permet de repérer un produit spécifique et le nom de l'entreprise qui le fabrique. Les entreprises peuvent s'inscrire dans le Répertoire canadien des matériaux de construction, où ils trouveront aussi des listes de produits de construction et de rénovation prêts pour l'exportation.

http://strategis.ic.gc.ca/ias

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Aperçu

deux secteurs. ferrovisire (y compris le matériel ferroviaire et le transport en commun par rail), ainsi que les services connexes à ces de surface, surtout en ce qui concerne le secteur des véhicules automobiles (voitures, camions et autobus), et le secteur et la compétitivité internationales de l'industrie en s'occupant de questions et de possibilités dans le domaine des transports Le mandat de la Direction générale des industries de l'automobile et des transports consiste à favoriser la croissance

du Ministre sur l'automobile, où sont largement représentés les intervenants de l'industrie. ses efforts sur des questions de ressources humaines qui touchent le secteur, et elle sert de secrétariat au Comité consultatif des principes généraux applicables aux véhicules automobiles et aux transports. La Direction générale continue à concentrer Pacte de l'automobile, à contribuer à l'analyse des règles de conduite en matière de sécurité et d'environnement, et à élaborer commerciale, et fait la promotion de l'investissement. Ses autres tâches importantes consistent notamment à administrer le Sur la scène internationale, la Direction générale participe à des négociations commerciales et à des activités d'expansion

Nos produits

- l'industrie canadienne de l'automobile L'Examen de la compétitivité de l'industrie automobile, effectué en 1998 : un regard sur les enjeux touchant
- de commander des exemplaires des revues statistiques trimestrielles, semestrielles et annuelles Statistiques sur l'industrie de l'automobile : faits et chiffres sur l'industrie et renseignements sur la façon
- les ententes commerciales internationales et le Pacte de l'automobile Commerce international : des renseignements sur la Stratégie canadienne pour le commerce international,
- Associations et organisations : un répertoire des personnes importantes dans les industries de l'automobile des autobus et des camions, du transport ferroviaire et urbain et des transports, au pays comme à l'étranger Evénements à venir : une liste exhaustive des dates des foires commerciales pour les secteurs de l'automobile,
- et des transports
- et sur la classification des camions Fabrication de camions lourds : des renseignements sur les « poids lourds » de la fabrication et de l'assemblage
- Fabrication d'autobus : des détails sur l'industrie de l'autobus au Canada
- de services ferroviaires, les associations du rail, la fabrication de matériel roulant et le matériel ferroviaire Industries ferroviaires : la voie de l'information sur l'industrie, avec des renseignements sur les fournisseurs
- les programmes d'aide gouvernementale Technologie : une liste des universités de recherche et des centres de R-D canadiens, avec des détails sur
- du camionnage au Canada et les associations canadiennes du camionnage Camionnage : tout sur les transporteurs et les règlements, ainsi que des renseignements sur l'industrie privée
- Vous trouverez de plus amples renseignements concernant la Direction générale sur le site Web (http://strategis.ic.gc.ca/iat).

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- favoriser l'échange international de technologies
- étendre l'accès aux marchés internationaux
- encadrer l'Equipe Commerce Canada de l'environnement
- élaborer la Carte routière du développement de projets internationaux

Nos produits

Lucien Bradet

- Bureau de la performance environnementale des entreprises canadiennes : là où les stratégies environnementales
- Bureau virtuel de l'industrie environnementale : la première source d'information de l'industrie de l'environnement et commerciales se rencontrent (http://virtualoffice.ic.gc.gc.ca/bepo)
- (http://virtualoffice.ic.gc.ca)
- (http://strategis.ic.gc.ca/sec) Solutions environnementales canadiennes (SEC) : offre des solutions aux problèmes écologiques

Pour de plus amples renseignements

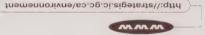
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Aperçu

La Direction générale des affaires environnementales joue un rôle de chef de file et de soutien auprès du secteur privé. Elle a pour objectif de favoriser la création d'emplois et la croissance économique en aidant les entreprises canadiennes à devenir plus concurrentielles, au pays comme à l'étranger. Ses activités de réglementation et de défense des politiques aident à garantir que les entreprises poursuivent les objectifs environnementaux d'une manière qui favorise l'innovation et l'investissement au Canada.

Développement industriel

- élaborer des profils de compétitivité
- effectuer des analyses de marché
- encourager la création d'alliances stratégiques et favoriser l'établissement de partenariats
 coordonner et animer des ateliers
- préparer des rapports sur les marchés commerciaux
- assurer la croissance et le perfectionnement des ressources humaines
- organiser des salons professionnels et des conférences, et y participer

Développement durable

- élaborer des politiques et défendre les intérêts de l'industrie
- négocier et mettre en application des accords internationaux
- commercialiser les technologies du changement climatique
- élaborer des politiques et des stratégies concernant le changement climatique
- faciliter la prise de mesures précoces en matière de technologie du changement climatique encourager l'adoption de mesures correctives volontaires
- Taire la promotion de la Loi canadienne sur la protection de l'environnement

Développement international

- négocier et mettre en application des accords de coopération bilatérale
- faire des démonstrations technologiques
- organiser et diriger des missions commerciales
- tormer des consortiums

Pour de plus amples renseignements

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Ron Watkins

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Direction générale de l'aérospatiale et de la défense

6° étage, Tour Est, 235, rue Queen, Ottawa (Ontario) K15 OH5

Aperçu

Commerce

La Direction générale de l'aérospatiale et de la défense cherche à accroître la participation de l'industrie aux occasions et aux projets internationaux en respectant l'orientation de la Stratégie canadienne pour le commerce international. La stratégie commerciale de la Direction générale comporte trois éléments :

- établir des liens étroits entre l'offre des entreprises canadiennes en matière de produits et de services liés à l'aérospatiale et à la défense et la demande mondiale à cet égard
- travailler en collaboration avec le ministère des Affaires étrangères et du Commerce international en vue de fournir des conseils aux sociétés d'exportation
- assurer aux entreprises canadiennes des occasions équitables d'accès aux marchés.

noitsvonnl

La Direction générale lance et appuie des initiatives stratégiques telles que les cartes routières technologiques. Il s'agit d'une tribune où les secteurs privé et public échangent de l'information en vue de déterminer les technologies et compétences dont des secteurs précis auront besoin pour répondre à la demande sur les marchés de l'avenir. Voici quelques-unes des activités connexes de la Direction générale :

- créer les réseaux technologiques au sein des secteurs privé et public et appuyer de nouvelles initiatives telles que le commerce électronique
- due le commentaires electronique d'action du gouvernement en matière d'innovation •
- offrir des conseils stratégiques à Partenariat technologique Canada
- améliorer la compétitivité des petites et moyennes entreprises du secteur.

Investissement

A l'aide de stratégies d'investissement, la Direction générale :

- fournit de l'information et des conseils en vue de sensibiliser davantage les investisseurs étrangers aux avantages que présente le Canada pour investir dans le secteur de l'aérospatiale et de la défense
 trouve de nouvelles occasions d'investissement et de partenariat stratégique qui pourraient intéresser
- les investisseurs étrangers prépare de l'information adaptée aux besoins particuliers des investisseurs étrangers
- encourage de nouveaux investissements au Canada dans le cadre du programme des Retombées
- industrielles et régionales.

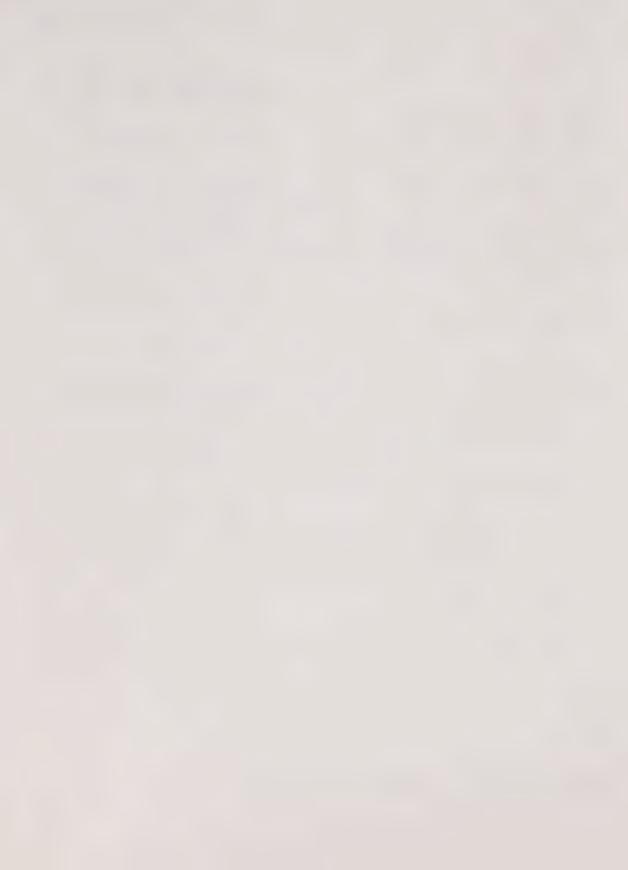
Nos produits

La Direction générale de l'aérospatiale et de la défense effectue des travaux d'analyse des entreprises et des secteurs, notamment :

- Vue d'ensemble et perspectives Les aéronefs et les pièces d'aéronef, un rapport concernant les aéronets et les pièces d'aéronef dans la série des Cadres de compétitivité sectorielle
- Cadre d'intervention, la suite de Vue d'ensemble et perspectives, qui a été accueilli favorablement
- Vue d'ensemble et perspectives Électronique de l'aérospatiale et de la défense, un rapport concernant le secteur de l'électronique applicable à l'aérospatiale et à la défense.

Ces documents sont offerts à l'adresse http://strategis.ic.gc.ca/cca

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Le Secteur de l'industrie

Aperçu

à soutenir la concurrence, à prendre de l'expansion et à créer des emplois dans l'économie du savoir. Le Secteur de l'industrie contribue au mandat d'Industrie Canada en aidant l'industrie et les entreprises canadiennes

éventail de services, met à leur disposition des sources de renseignements de premier ordre et élabore des politiques et des accroître la productivité et la compétitivité des entreprises, au Canada comme à l'étranger. Il offre aux entreprises un vaste Le Secteur de l'industrie travaille en partenariat avec l'industrie canadienne, ses associations et d'autres intervenants pour

stratégies qui stimulent encore davantage leur croissance.

Le Secteur de l'industrie s'applique :

- à cerner de nouveaux marchés et de nouvelles possibilités d'attaires
- à promouvoir le commerce électronique afin de donner un avantage concurrentiel aux entreprises canadiennes à accroître le nombre d'entreprises exportatrices et de débouchés pour les produits et les services canadiens
- à favoriser les pratiques innovatrices et la diffusion de la technologie au sein des industries canadiennes
- étrangers qui revient au Canada. à élaborer des initiatives en vue d'accroître au maximum la part du commerce mondial et des investissements

« Information d'affaires par secteur » de *Strategis*, le site d'information commerciale en direct d'Industrie Canada, Pour obtenir de plus amples renseignements au sujet des produits du Secteur de l'industrie, rendez-vous à la section d'avoir accès à une collection de produits d'information, d'outils de gestion et d'analyses sur leur secteur en particulier. Le site Web du Secteur de l'industrie, « Information d'affaires par secteur », permet aux entreprises canadiennes

à l'adresse http://strategis.ic.gc.ca/ias

électroniquement à l'adresse suivante : http://info.ic.gc.ca/fpublications Un partenaire indispensable énonce les priorités ministérielles pour 1999-2000. Ce document peut être consulté En plus de ce Guide d'accès, qui fournit de l'information sur le Secteur de l'industrie, le document Industrie Canada:

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Secteur de Sindustrie Vindustrie





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due les hommes.

Nota - Aux fins du présent document, la forme masculine désigne, s'il y a lieu, aussi bien les femmes

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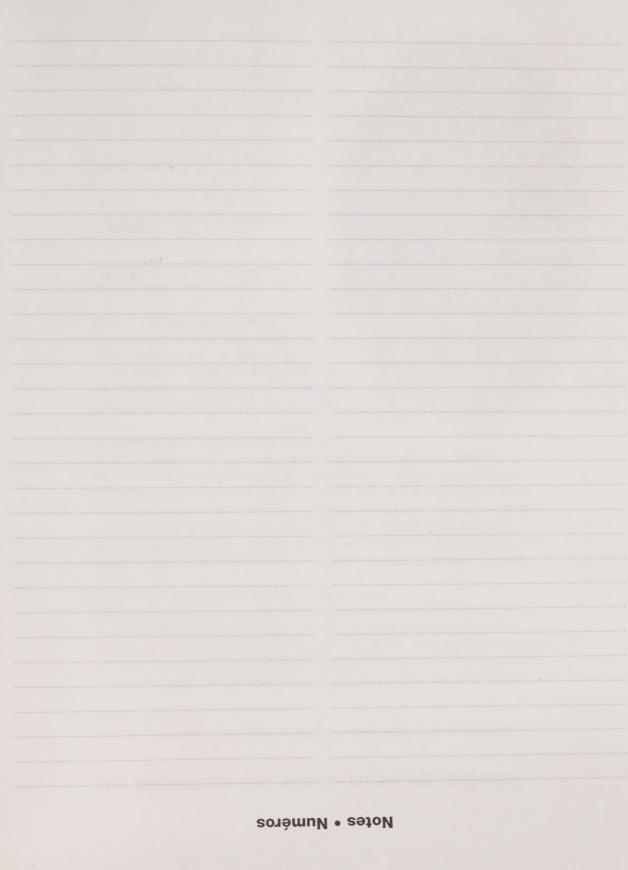
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Guide d'accès du Secteur de l'industrie

| 04 | INDEX TÉLÉPHONIQUE DU PERSONNEL | |
|---|--|--|
| 6t 2t tt | Produits et services du Secteur de l'industrie Produits et services d'Industrie Canada | |
| 36 38 39 40 40 | Partenaires pour l'investissement au Canada Partenariat technologique Canada. Secrétariat canadien de la biotechnologie. | |
| 33 | Centres du commerce international | |
| 58 | Bureaux régionaux | |
| 52 | Direction générale des services de coordination et de gestion | |
| 8 11 13 15 17 20 20 20 | | |
| | LES DIRECTIONS GÉNÉRALES | |
| ζ. | Aperçu | |
| | LE SECTEUR DE L'INDUSTRIE | |

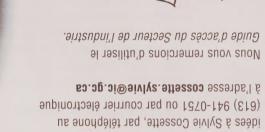


Un message du sous-ministre adjoint

Secteur de l'industrie. C'est avec plaisir que je vous présente l'édition de l'année 2000 du Guide d'accès du

qui pourront répondre à vos besoins particuliers en affaires. personnes-ressources dans le secteur industriel approprié de l'économie canadienne, et le milieu universitaire. Le répertoire a pour objet de vous aider à trouver les bonnes et industrielles, les organismes du secteur privé, ainsi que tous les paliers de gouvernement l'industrie, qui comprennent les entreprises canadiennes, les associations professionnelles Ce répertoire a été conçu pour servir de source d'information aux clients du Secteur de

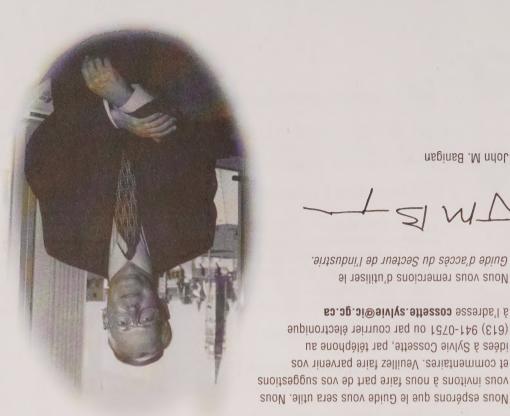
sectorielles et de la concurrence internationale. de l'industrie canadienne, et offre de l'information pertinente découlant d'analyses des politiques et des stratégies destinées à promouvoir la compétitivité internationale connectivité, marché, investissement, et commerce. De plus, il élabore et met en œuvre et en s'efforçant d'atteindre les cinq objectifs stratégiques d'Industrie Canada – innovation, Il mène à bien son mandat en travaillant en collaboration avec ses clients et partenaires, industriels canadiens à devenir plus novateurs et concurrentiels sur la scène internationale. Le Secteur de l'industrie ouvre la voie aux entreprises canadiennes en aidant les secteurs



et commentaires. Veuillez faire parvenir vos

-SIWA

John M. Banigan





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